

— MAY —
2022

SPOTLIGHT

AIL/NILICO CONVENTION

2022

AIL/NILICO CONVENTION
LAS VEGAS • LAS VEGAS
AIL/NILICO CONVENTION



WE'RE BA-AACK!



Steve Greer
Chief Executive Officer
American Income Life &
National Income Life Divisions

*It's a fellowship thing.
We just have fun.*
– Merle Derscheid

The 2022 Convention in Las Vegas was our first "real" Convention with live group events since before COVID, and the level of celebration made it obvious people were more than ready to get back out there. The excitement and enthusiasm were electric!

We had a record number of attendees this year – including more than 400 first-time convention qualifiers – due to the carryover of last year's qualifiers and the Second Chance Contest. Put that many hardworking AIL-NILICO people in one place at the same time

and it's guaranteed every event will be a BIG party! Every year, we say this was the best Convention ever, and every year, we're right.

Main arrival day was the usual chaos on steroids due to the record crowd of people who were obviously glad to see each other. The Welcome Reception that night was like the biggest family reunion you've ever seen. I didn't get a chance to talk to everyone but it wasn't from a lack of trying.

Awards Night is always an emotional experience for me. I remember how I felt when I was SGA of the Year what seems like a million years ago, and when I'm on the stage with our award winners, their emotions feel like my own. Besides honoring our award winners, David and I also had the pleasure of presenting Street Teens \$16,630 to update their computer room as part of our *Make Tomorrow Better* giving initiative. We thank everyone who donated.

The final night party at Drai's with DJ Kaskade was incredible. To be honest, that's not my go-to kind of music – I'm a country boy, remember? – but I respect

and appreciate the level of passion and talent Kaskade brings to his work. AIL-NILICO closed the place down and a good time was had by all.

As always, the events were well-planned and executed, but they aren't my favorite part of Convention. Whether at an event like breakfast, dinner, or the time between events, I always found a group of our people pouring into each other. I love seeing that! That says so much about our culture and our people that on a trip to celebrate their hard work, they still choose to give their time to those on their way up.

I lose count every year of how many people tell me they leave Convention on fire to step up their game for the remainder of the year. I think the energy and passion of Convention inspire us all to aim higher, be better and do better. If you didn't qualify for Las Vegas this year, there is still time to double down so you don't miss the Convention at the Grand Moon Palace in Cancun, Mexico May 3-6, 2023.

Congrats again to all our 2021 award winners and qualifiers! See you next year for the best Convention ever! 🎉

SPOTLIGHT

ARC.AllLife.com/Spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

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NEWS

MAY 2022

VOL. 55 NO. 5

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2022, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **74.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Thursday 6/23 before 3:30 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Tuesday 6/28**. eApp business excluded from the 7 day hold should be uploaded by **Thursday 6/30 before 4:30 p.m. CST** to count for **June** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$6,236,329

in total BONUSES were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Pages 46-52**.

\$8,490,628

in total March RENEWALS were paid out in April to 6,067 total agents.

RECORD BREAKER



JOSHUA DISHONG
\$4,189,095 Net ALP
VETERAN PRODUCER
LIFETIME – 4/30/22

SPOTLIGHT DIGITAL is now on the web!

Spotlight.AILAgents.com

Username: **AIL** | Password: **allin2022!**

See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2023 Awards Presentation are: the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2023 Convention Qualifications online at ARC.AllLife.com or ARC.NILife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at The Grand at Moon Palace in Cancun, Mexico. The convention will be held May 3-6, 2023.



LOOK FOR ME!

ANNIVERSARIES

27 YEARS OF SERVICE Lawrence Hauck, AGT	10 YEARS OF SERVICE Carlos Arballo, SA Andrew Leah, AGT Yolette Mompont, AGT Gary Slocum, RGA Nicholas Triantafyllidis, GA John Young, SGA	6 YEARS OF SERVICE Andrew Brown, SA Candace Dillon, AGT Amanda Harris, GA Chaz Hutcherson, AGT Meardey Kim, AGT Ronald Knoedler, MGA Patrick Locke, GA Jeremy Osborn, GA Phi Phan, RGA	Maria Bonilla Borrego, MGA Stephanie Dunbar, AGT Donald Gerstner, MGA Joan Hannon, SA Dale Hetrick, AGT Kayla McIver, SA Sandy Metellus, AGT Katie Mitchell, GA Breana Noggles, MGA Drake Smith, RGA Sullena Staton, MGA Patrick Tivnan, GA Kelly Young, MGA Sherine Zahra, GA	Catherine Mbugua, SA Kathryn McDermott, AGT Desiree Moore, AGT Shamecka Nelson, AGT Jessica Olandria, SA Marion Polk, AGT Adaiza Rijo, AGT Christopher Rolph, MGA Jonathan Williams, MGA Jessi Wolski, GA Yuhung Yeh, SA	James Evans, MGA John Finocchi, AGT Isaac Garcia, SA Stephany Garcia, GA Sheryl Garmendia, GA Ardian Gojcaj, SA Elio Gomez, GA Stuart Guthrie, MGA Luis Gutierrez, SA Phoebe He, MGA Kevin Heibult, SA Chandavy Heng, SA Trevor Albritton, MGA Edward Allshouse, AGT Christina Babcock, GA Tonya Barnes, GA Bart Barrett, MGA Aspen Bell, GA Sasha Bilida, SA Herlin Calicourt, GA Kassie Champagne, AGT Frederick Cole, SA Todd Colson, SA Quashade Copney, MGA Cesar Cozo, AGT Ranaldo Daggs, AGT Arianna DaLuz, MGA Kristine de Natale, AGT Chris Densham, MGA Amanda Dougherty, AGT David Estey-Ang, GA	Alden Monger-Martinez, AGT Maria Montoya, MGA Brian Morris, GA Eric Morris, SA Julian Navalta, MGA Emma Nichter, MGA Lindsay Nyarko, AGT Austen Oakes, GA Morella Parejo, GA Malcolm Pasquier, GA Yanell Peguero O'Neal, GA Henry Pinlac, AGT Kevin Prescilla, SA Brent Rains, GA Shayden Rasheed, GA Carrie Ricketts, PR Brian Rogers, AGT Jared Romero, GA Aliya Johansen, MGA Alexia Johnigan, AGT Semaj Johnson, AGT Marquise Kiffin, SA Travis Kimura, GA Jasmine Kojoury, AGT Ali Krayem, GA Spencer Linton, GA Mary Marquez, SA Oliany Matos Abella, GA Sean Maxfield, GA Stefani Miller, GA Leslie Mingee, AGT Patrick Minto, SA	Miliama Vavae, AGT Luis Velasquez, MGA David C Williams, GA Lucas Winters, AGT Georgana Wright, AGT Amoy Wyndham, SA Opal Zubery, SA	1 YEAR OF SERVICE Miriam Aldana, AGT Brandon Alexander, AGT Sharissa Andreas, GA Amanda Atkin, AGT Bukhtiar Awan, AGT Flor Bartolo, SA Ricardo Basilio, SA Katherine Bec-Wilson, AGT Adrian Bendo, SA Elida Benuzzi, AGT Joe Bevacqua, SA Charles Biggers, GA Charles Boulanger, SA Catherine Braund-Pereira, SA Danielle Bromley, SA Sandrene Bryan, AGT Abigail Burke, SA Samuel Burnie, AGT Robert Burns, SA Jonathon Campbell, SA Eleisa Carlino Andrea, AGT Francis Centrone, GA Chaz Cleveland, AGT	Hayley Clifford, AGT Dianke Coetzer, AGT Coley Elwood Coggin, AGT Richard Coleman, AGT Ryan Cummings, GA Jeffrey Dame, AGT Linda Dehoyos, AGT Anthony Dell'anno, SA Jade Denny, SA Tayler Ehrhart, SA Jhon Escauriza Contreras, GA Amiya Fair, AGT Tumatarii Filiaj, AGT Gregory Flynn, SA George Forte, SA Deaveon Francisco, SA Amber Franklin, SA Brandon Goodum, AGT Melissa Grieb, SA David Helbling, AGT Lynn Heubach, AGT Zachary Hofreiter, SA Billy Howard, AGT Jody Howard, SA Amy Hull, GA Jacob Israel, AGT Justus Jackson, AGT Kala Jackson, AGT Kenneth Jacobs, SA Alexander Johnson, AGT Michelle Johnson, SA	Geena Kapur, AGT Katherine Kessler, AGT Viktoriya Khyzha, SA Andrew Kim, SA Johnathon King, SA Tony Kleib, SA Nolan Labiche, AGT Shane Laderoute, AGT Monica Lee, SA Stephen Leggett, AGT Stephanie Lewis, AGT Nicholas Liening, SA Samantha Lloyd, SA Ana Lozada, SA Maria Lugo Rincon, SA Miguel Manzanarez, AGT Noah Martin, AGT Melissa Martinez, AGT Robert Mickovic, AGT Justin Maska, MGA Delany McCormick, AGT Chad McLaughlin, AGT Rafael Melendez, AGT Robert Mickovic, AGT Andre Miller, SA Paul Miller, MGA Arthar Mlenze, AGT Jordan Mosher, SA Kevin Musai, SA Liliia Nastashchynska, GA Jeffrey Negron, SA Joshua Nist, SA	Ali Nouri, AGT Alexis Palacio, GA Elizabeth Palmer, SA Anthony Gomez, AGT Deborah Perry, AGT Tatiana Pestana, SA Lyndee Peters-Hakim, SA Kameshia Pettaway, AGT Monica Lee, SA Stephen Leggett, AGT Stephanie Lewis, AGT Nicholas Liening, SA Samantha Lloyd, SA Ana Lozada, SA Maria Lugo Rincon, SA Miguel Manzanarez, AGT Noah Martin, AGT Melissa Martinez, AGT Robert Mickovic, AGT Justin Maska, MGA Delany McCormick, AGT Chad McLaughlin, AGT Rafael Melendez, AGT Robert Mickovic, AGT Andre Miller, SA Paul Miller, MGA Arthar Mlenze, AGT Jordan Mosher, SA Kevin Musai, SA Liliia Nastashchynska, GA Jeffrey Negron, SA Joshua Nist, SA	Christopher Smith, AGT Grant Smith, AGT Allyse Styczynski, AGT Jonathan Sultan Levy, AGT Alexander Tkacz, GA Julio Torres, AGT Raiza Torres, AGT Sylvia Urbaniak Xenos, AGT Edgar Velasquez Romero, MGA James Vermilyea, SA Yasmeli Villasmil, SA Humberto Vivas Soto, SA Noah Vongunden, GA Lance Wagner, AGT Donald Wash, SA Luken Weaver, AGT Jennifer Webb, SA Benjamin Weisgal, AGT Rachel Williams, SA Rita Woodfin, SA Wilbert Woods, SA Jonathan Ybarra, AGT Rosa Zavaleta Davila, AGT Aicha Zongo, SA
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PROMOTIONS

REGIONAL GENERAL AGENT Jeanine Barlettano Kade Beck Joseph Crivelli Savannah Schipman Iffrah Tahir Daniel Zotter	Henry Jacobs Brenda Karagiannis Edward Leon Ryan Locke Christopher Mazzarelli Jesse Medina Nunez Tevin Overton	James Ganci Brandi Hambleton Riche Hays Oliany Matos Abella Aldo Ramirez Marinelli Daniela Rangel Victor Romero Jeffrey Tillman Amanda Urdaneta Luciano Valero Vidal	Liam McDermott Jack Morgan A'Leah Nelson Monica Oliva Jeffery Oloyo Michael Panella Wendy Peragondej Benjamin Petkovsek Luke Reiter Danica Rivera Lynsey Robbie Olynda Rodriguez Bradley Schwartz Chloe Snow Amanda Thompson Jordan Viaje Natela Washington Bobbi Woods Carson Yakish Kevin Yeager	57.5% GENERAL AGENT Jarrell Jackson 65% SUPERVISING AGENT Liliana Aguirre Chloe Allbright Muhammad Amawi David Archer Keenan Bignall Jonathon Carothers Stephanie DesForges Marcus Dill Regina Harris Courtney Henry Andrew King Jason Lane Russell Lytle Ana Machado Rodriguez Denise Masulit Silas Merkel Makenzie Montgomery Joshua Nieto Nahireth Rivero Menachem Roberts	Marc Rouse Yahira Sanchez Charles Smith Derek Smith Nicolette Stocks Brian Tanner Matthew Thomas Brandon Trujillo Marshall Wright Taylor Zaiger	62.5% SUPERVISING AGENT Sanad Altal Maria Alvarado Albarran Antonio Anaya Anthony Anglin Jennifer Annillo Katheryn Anoff Christopher Asala Robin Bach Ryal Bailey Brady Basinger Laura Berkman Meagan Blevins	Jamar Blue Morgan Boneberg Korbin Browning Anthony Carothers Cristian Cartagena Clemente Malarie Chenoweth Kori Christopher Canaan Cleveland Fabiana Contreras-Velandia Sage Couture Daniel Crowder Betzaida Davila Perez Amanda Davis Dionne Dearing Anthony Anglin Latoya Desprez Travis Dixon Robert Doan Jesse Dobrzanski Ryan Duffy Precious Duke Marisa Eckert Nicole Empey	Katelyn Fegan Javier Figueroa Jack Fisher Nadine Forestal Michael Frabotta Deborah French Gavin Gambhir Gavin Gamboa Michael Gamboa Christina George Beth Gillespie Jennifer Goheen Kathryn Grant Jennifer Guerino Andrew Haerberlen Mitchell Hambley Aften Hamm Alia Harris Wendy Harris Cameron Henson Shamir Highland Shelby Hill Malina Hodur Autumn Hoeffler	Richard Hovis Jennifer Hunter Jason Ibarra Carlos Iraheta Barrientos Cynthia Isaac Benjamin Jaimes Alaska Jimenez Aceves Jn Francois Sanders Johnson Madison Jones Richarda Joseph Garcia Zane Kerns Viktoriya Khyzha Alison Kuhn Ashlyn Lauderdale Gloria Lewis Tina Lopez Max Majocho Ornela Martinaj Ivana Martin Jamie McGillvray Genesis Medina Mendoza Jonathan Meyer	Garron Moffett Ashten Moody Janay Moore Anabel Moran Jonathan Moyers Jonah Mullins-Wilson Abraham Muruakick Kaelan Muscara Noor Musleh Alexander Naves Kenya Nichols Jennifer Nickisher Gregory Norman David Olson Roberto Parra Michael Paul Tiffany Pendleton Ian Perez Peon Dennis Pixler Herbert Polk Naverro Poole Santoria Quick Abigail Ramsay	Michael Ribovich Taylor Rodgers Christopher Rolan April Ross Isabel Ruano Marcela Salazar Lee Samatowic Josef Sampson Ana Sanzone Cassia Schultz Nicholas Scuturo Colleen Senecal Endri Shkambi Ralph Sinclair Nickia Singleton Ryan Skladany Jonathan D Smith Piper Summey Dedra Swan Preston Sweet Basilio Tiniacos Amber Turner Anne Turner	Rocio Urquilla Lydia Valentin Sarah Van Hoogen Nathan Vargo Kristie Wagner Summer Warren Barbara Wayman Laura Werner Asenath White Tyrus Whitehead Jasmine Williams Marques Williams Matthew Wilson Stacie Wise Nickia Xavier Hanani Yadi Janine Yingling 52.5% SUPERVISING AGENT Patrice Charles Kristina Fennessy Melody Han Jose Moreno Emmanuel Morrow
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BUILDING A MOSAIC TO CREATE THE BIG PICTURE



Jason Beckman

Division Vice President
PR Field Operations

In October, thirty NBA franchises began their season with a common goal: to reach the NBA Finals. As I write this, there are currently four teams remaining who will now compete in their Conference Finals before having the opportunity to play for the Larry O'Brien Trophy and be crowned as the World Champions of the NBA.

Most of the teams in the NBA have watched their season come to an end and with that comes the opportunity to evaluate the bigger picture – what went right and what needs to improve to put the team in a better position to win the following year?

The big picture, whether it be in sports or business, is always a mosaic of smaller pictures. The smaller pictures are the details we must pay attention to and value as they are the learning experiences from yesterday, today, and tomorrow. Every detail, every day, is significant and relevant. In basketball, it could

be turnovers, missed free throws, defensive breakdowns, etc. In business it could be a missed appointment, not choosing the right words or an uninspiring presentation.

The most challenging element in any competitive environment is to have a short memory of whether you win or you lose. Our business provides you the opportunity to quickly learn from your mistakes and make adjustments to perfect your craft. You can't dwell on the losses and you can't rest on the laurels of victory.

I recently congratulated our PR Leadership Team on leading their teams to performance measures we haven't seen since 2014. We've seen positive growth in groups signed, members signed, original groups signed and original leads received. My message to them? Don't let up! Our challenge now is to maintain our edge and spirit of competition to win the next seven months and three quarters!

I found the following Google search results from the beginning of the year to the end:

- Beginning of year sales motivation – 136 million results
- Spring sales push – 103 million results
- Summer sales push – 84.1 million results
- Fall sales push – 119 million results
- Sales year end push – 270 million results

Don't succumb to human nature of patting yourself on the back by unplugging this month or the next. The only thing more difficult than building momentum is keeping it.

"The only thing more difficult than building momentum is keeping it. Continue your big push!"

Continue your big push! If you're in the minority now (Spring sales push - 103 million results), you won't have to be part of the majority (Sales year end push - 270 million results) at the end of the year when time is no longer of the essence. 🍀

APRIL COMPANY TOTALS

Sales

- **\$21.02M** Net ALP
- **\$101.6M** YTD

Recruiting

- **1,469** New Associates
- **9,962** Agent Count

Public Relations

- **294** groups signed
– 5% increase over April 2021
- **758,461** members signed
– 77% increase over April 2021
- **95** ORI groups signed
– 56% increase over April 2021
- **12,850** ORI leads received
– 27% increase over April 2021

Quality/Reinstatements

- **4,319** Total Policies Conserved
– **3,552** Reinstatements
– **767** Reopens
- 4-Month Retention: **79.6%**
- 13th-Month Retention: **65.2%** – **Company Record!**
- Persistency: **82.33%**
- Net to Gross: **86%**



NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Adrian Perez Gonzalez	2	Adel Al Choufi Naim	Leonardo Yordi Fernandez	2	Fort Worth Latino Division	Scott Franklin	2	Michael Vasu
Lindsay Belham	2	AO	Maria La Cruz	2	Richardson Latino Division	Gerardo Garza	2	Michael Vasu
Ladan Rahbary	2	AO	Damaris Trejo	2	Sabrina Lloyd	Terri Thompson	2	Jay Washington
Devin Lewis	2	Denis-Michael Catalano	Abigail Burke	2	Theodore Pappas	Garron Moffett	2	Josh West
Brenda Giron Rangel	2	Cohen-Velasquez	Paola Ramos	2	Theodore Pappas			
Scott Urbanowicz	2	Henderson-Locker	Diana Navarro	2	Jesus Romero			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Marsei Hogan	6	Ernest Powell	Derek Johnson	3	Cohen-Velasquez	Jake Gelb	3	Nick Moore
Carmen Pena Guedez	6	Jesus Romero	Stella Roznovan	3	Cohen-Velasquez	Phillip Rigoli	3	Nick Moore
Bruce Viaje	5	AO	Alexander Gross	3	Richard Correa	Jeffrey Espinal	3	Theodore Pappas
Zach Otto	5	Sabrina Lloyd	Steve Svendson	3	Richard Correa	Jhanna Valerio Vivas	3	Beto Quintero
Luis Osorio Bello	4	Fort Worth Latino Division	Matthew Turnquist	3	Richard Correa	Luis Velasquez	3	Jesus Romero
Lawrence Smith	4	Jay Washington	Nairobi Contreras	3	Hemerson Gonzalez	Aaron Patt	3	Darcy Schrieber
Mark Dushaj	3	AO	Adianeza Rodriguez	3	Hemerson Gonzalez	Clayton Slaughter	3	Michael Vasu
Jillian Getz	3	AO	Moriah Chandler	3	Henderson-Locker	Omar Billy	3	Jamison Weatherspoon
Joshua Olin	3	AO	Duane Shaw	3	Sabrina Lloyd			
Kingsley Hansen	3	Denis-Michael Catalano	Morgan Tranquist	3	Andre McCallum			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Danny Souri	4	Sabrina Lloyd	Montana McDonald	2	Simon Arias	Noris Dominguez Ramirez	2	Jesus Romero
Alejandra Larez Morales	4	Jesus Romero	Jared Robertson	2	Cohen-Velasquez	Lubraska Iguaro	2	Jesus Romero
Brenna Behan	3	AO	William Barker	2	Richard Correa	Evelyn Romero	2	Jesus Romero
Alex Paguio	3	AO	Joshua McTier	2	Richard Correa	Matthew Adams	2	Darcy Schrieber
Arcelia Zizumbo	3	Cohen-Velasquez	Alexandria Greer	2	Giddens-Giddens	Jason Green	2	Darcy Schrieber
Havis Alvarado	3	Hemerson Gonzalez	Michele Faul	2	Giglione-Ackerman	Matthew Sturgis	2	Darcy Schrieber
George Ray	3	Ernest Powell	Drew Herstine	2	Gonzalez-Vena-Serur	Giorgi Gogidze	2	Albert Serur
Luciano Valero Vidal	3	Beto Quintero	Jonathan Ballard	2	Brett Gryska	Avion Johnson	2	S-S-Bendure-Hartwig
Natela Washington	3	Jay Washington	Ana Sevryn De Osorio	2	Fort Worth Latino Division	Zachary Hager	2	S-S-Parks-Salvaggi
Omar Al Choufi Cumarin	2	Adel Al Choufi Naim	Marcos Villalobos Morales	2	Fort Worth Latino Division	Jeffery May	2	S-S-Parks-Salvaggi
Sabrina Agostini	2	AO	Alexander Gomez	2	Kevin Holtz	Connor O'Donnell	2	S-S-Parks-Salvaggi
Christian Gojcaj	2	AO	Carlos Frias Caraballo	2	Richardson Latino Division	Benjamin Sulcer	2	Jamison Weatherspoon
Tyler McKnight	2	AO	Mercedes Bens	2	Sabrina Lloyd	Tyler Tasa	2	Josh West
Peer Shmelzer	2	AO	Miguel Diego Esquivel	2	Sabrina Lloyd	Fatima Ward	2	Josh West
Toni Williams	2	AO	Lamarcus Jackson	2	Ernest Powell			
David Ferriolo	2	Simon Arias	Daniela Rangel	2	Beto Quintero			

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

TOP RECRUITING AGENTS** APRIL



Alessandro Succurro 6 Recruits AO
Sabrina Agostini 4 Recruits AO
Astrid Castrillon 4 Recruits Hemerson Gonzalez
Leanne Erney 4 Recruits Giglione-Ackerman
Brandon Hankins 4 Recruits Simon Arias
Lamarcus Jackson 4 Recruits Ernest Powell
Arimar Ramirez Pernia 4 Recruits Jesus Romero

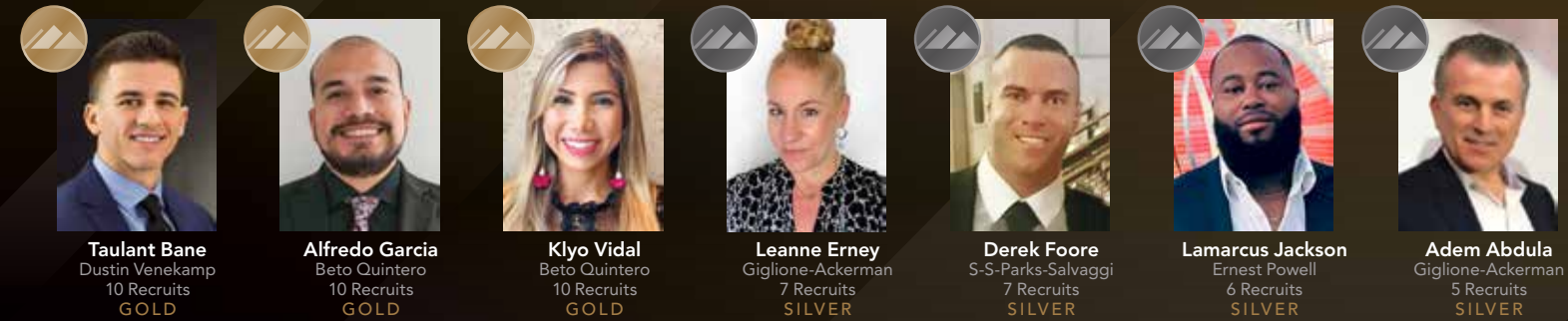
NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Alessandro Succurro	6	Yael Enriquez	3	Jacob Bratcher	2	Johnathon King	2	Juliana Ramirez	2		
Sabrina Agostini	4	Priscila Gonzalez	3	Taylor Brown	2	Erica Lent	2	Mary Andriena Ramirez	2		
Astrid Castrillon	4	Rick Holcomb	3	Edward Leon	2	Edward Leon	2	Rita Rider	2		
Leanne Erney	4	Peter Kwiatkowski	3	Erin Egyud	2	Jhojandra Leon Alvarez	2	Danay Rivas	2		
Brandon Hankins	4	Brandon Minor	3	Zakaria Elgahmi	2	Dana Martin Gonzalez	2	Gabriel Rocha	2		
Lamarcus Jackson	4	Matthew Ward	3	Madeline Ferorelli	2	Matthew Mastorovich	2	Arturo Romero	2		
Arimar Ramirez Pernia	4	Adem Abdula	2	Derek Foore	2	Blake McClain	2	Peer Shmelzer	2		
Imani Banks	3	Veronica Acurero	2	Kadin France	2	Michael McKiernan	2	Jeffrey A Smith	2		
Claudia Cardoza	3	Tiffany Babin-Washington	2	Tiffany Babin-Washington	2	Rex Munsey	2	Preston Sweet	2		
David Carpenter	3	Brandon Bennett	2	Sierra Hartwig	2	Mike Paragiou	2				
Tanner Duy	3	Omar Billy	2	Corey Helly	2	Ulisia Pascal	2				
Tarek Elabasy	3	Brent Bowling	2	Jennifer Hunter	2	Jessica Perez Fuentes	2				

TOTAL PINNACLE RECRUITERS: 331 TOTAL PINNACLE RECRUITS: 415

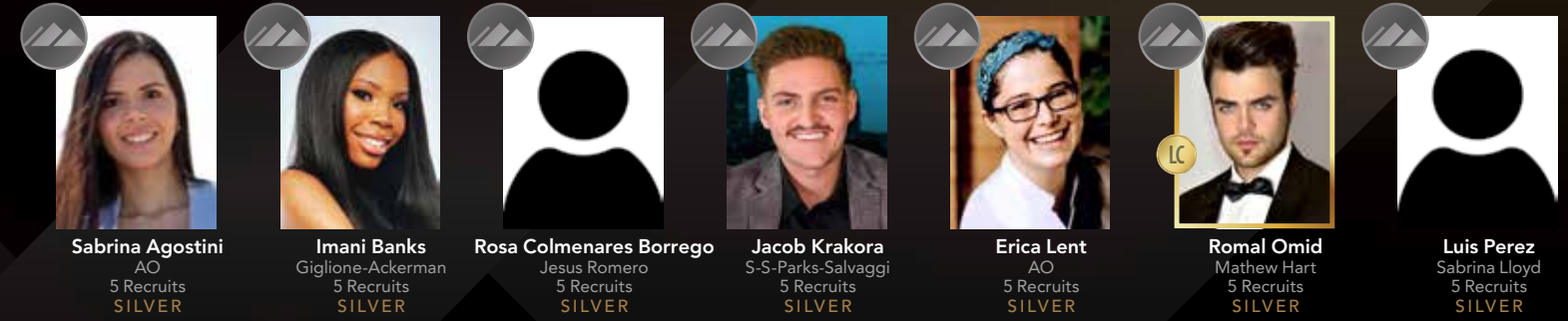
TOP RECRUITING AGENTS** YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	16	Veronica Acurero	5	Arturo Romero	5	Nelson Desmond	4	Tyler Ortiz	4		
David Carpenter	10	Dairon Arbona Fonseca	5	Clayton Slaughter	5	Sokol Fazliu	4	Arimar Ramirez Pernia	4		
Adam Wheeler	9	Rosa Colmenares Borrego	5	Adem Abdula	4	Derek Foore	4	Joshua Reyes	4		
Lamarcus Jackson	7	David Croom	5	Sabrina Agostini	4	Alexander Gomez	4	Jeffrey A Smith	4		
Kylee Blehm	6	Leanne Erney	5	Darrell Asbell	4	Daryl Graham	4	Kemar Thompson	4		
Sergio Carta	6	Elijah Findley	5	Imani Banks	4	Jenna Gula	4	Blake Tomblin	4		
Genesis Castillo	6	Mavrick Fredericks	5	Brady Basinger	4	Lori Hamel Johnson	4	Alexander Valenzuela	4		
Sierra Hartwig	6	Conor Markins	4	Brandon Hankins	4	Matthew Ward	4	Matthew Ward	4		
Erica Lent	6	Connor O'Donnell	5	Omar Billy	4	Jose Matos	4	Leonard Westfall	4		
Chase Miller	6	Mike Paragiou	5	Garrett Cegon	4	Joseph McCallister	4	David C Williams	4		
Adriana Rueda Pimiento	6	Luis Perez	5	Nicholas Chuma	4	Michael McKiernan	4	Leonardo Zaracual	4		
Alessandro Succurro	6	Aldo Ramirez Marinelli	5	Matthew Conrad	4	Julian Navalta	4				

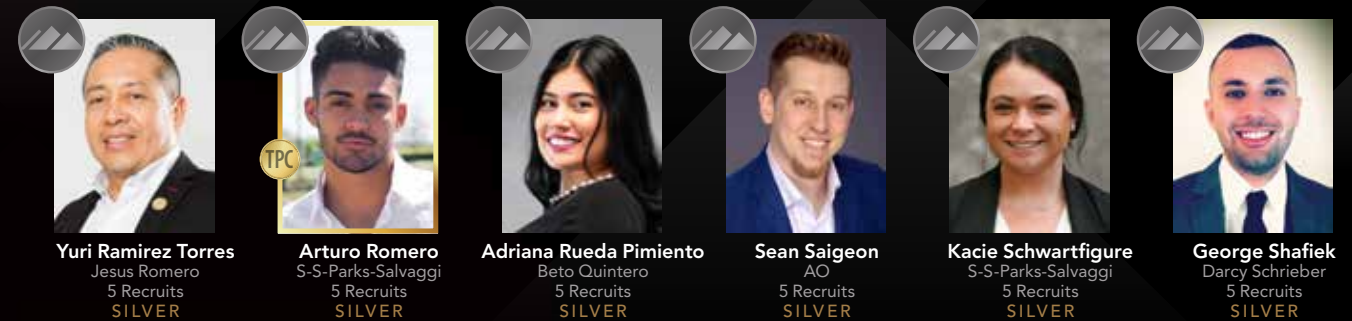
TOTAL PINNACLE RECRUITERS: 1051 TOTAL PINNACLE RECRUITS: 1645



Taulant Bane 10 Recruits GOLD
Alfredo Garcia 10 Recruits GOLD
Klyo Vidal 10 Recruits GOLD
Leanne Erney 7 Recruits SILVER
Derek Foore 7 Recruits SILVER
Lamarcus Jackson 6 Recruits SILVER
Adem Abdula 5 Recruits SILVER



Sabrina Agostini 5 Recruits SILVER
Imani Banks 5 Recruits SILVER
Rosa Colmenares Borrego 5 Recruits SILVER
Jacob Krakora 5 Recruits SILVER
Erica Lent 5 Recruits SILVER
Romal Omid 5 Recruits SILVER
Luis Perez 5 Recruits SILVER



Yuri Ramirez Torres 5 Recruits SILVER
Arturo Romero 5 Recruits SILVER
Adriana Rueda Pimiento 5 Recruits SILVER
Sean Saigeon 5 Recruits SILVER
Kacie Schwartzfigure 5 Recruits SILVER
George Shafiek 5 Recruits SILVER



Alessandro Succurro 5 Recruits SILVER
Daniel Umbertone 5 Recruits SILVER
Diego Vargas 5 Recruits SILVER
Matthew Ward 5 Recruits SILVER
Nataly Zeitoune 5 Recruits SILVER

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.
 ● *Spotlight* will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.
 ■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP.

URC

ULTIMATE RECRUITING CHAMPIONSHIP

3 CONTEST WINNERS FROM EACH DIVISION

DIVISIONS	Monthly Associate Objective
FEATHERWEIGHT	2
LIGHTWEIGHT	3
WELTERWEIGHT	4
MIDDLEWEIGHT	5
LIGHT HEAVYWEIGHT	6 and 7
HEAVYWEIGHT	8+

Separate MGAs in Categories/Divisions based on 2022 Monthly Associate/VIP Objectives

CONTEST PERIOD:
JUNE 1 – JUNE 30
2022

MGAs -AND- RGAs

ARE YOU THE BADDEST RECRUITER ON THE PLANET?



Michael LiBassi
Division Senior Vice President
American Income Life & National Income Life Divisions

THE BADDEST MAN ON THE Planet – many fans of combat sports would know that title and understand what an accomplishment it is to earn those credentials. If you are not familiar, I'll give some background. The UFC or Ultimate Fighting Championship is a professional organization that brings together the best mixed martial artists in the world. The top weight division in the UFC is the Heavyweight division. Whoever the current Heavyweight Champion of the World is at that time is known as the "Baddest Man on the Planet"! It's an amazing accomplishment that takes a lifetime of sacrifice and dedication to realize something only a few people have achieved.

However, because a heavyweight would have an unfair advantage against a lighter opponent, the UFC (and most other combat sports) created weight divisions. This evens out the advantage

and pairs up the athletes to determine the best in the world in their weight class. Each champion of their division retains the UFC Championship Belt and is in contention for being known as the "Pound for Pound Best Fighter on the Planet." Growing up undersized, I appreciate this title more. There are 7.87 billion people on this earth. Imagine the pride and accomplishment that would come along with knowing you are #1 in a certain profession; the absolute best of the best of the best!

We are very fortunate at American Income and National Income to be, in my opinion, the BEST Company in the world at talent acquisition. Knowing we are the best company would indicate that the top recruiter at our company is the "Baddest Recruiter on the Planet!" There is only one way to figure out who that man or woman is, and that's to compete! That's right, for the month of June we want to see who the best recruiter in their division will be and ultimately who we will call the "Baddest Recruiter on the Planet" as all the MGAs/RGAs compete in the Ultimate Recruiting Championship!

We have created six different divisions based on MGA Monthly New Associate Objectives so the competition is even

across the board. The MGA with the highest percentage of that objective for the month of June will be crowned the URC Champion for their division! The person with the highest percentage overall will be the "Baddest Recruiter on the Planet!"

In addition to a Championship belt, each division winner will have several prize options to choose from! There will also be drawings for additional prizes for second and third place in each division. Your performance determines what drawing you will be eligible for. In addition, anyone who achieves 110 percent or more of their June New Associate Objective will be entered into a drawing for 3 grand prizes. One is a trip of your choice with some amazing options! Another is a fully paid trip including tickets to an Ultimate Recruiting Championship event in Las Vegas!

This year we are doing something special, not only will your New Associates count for the month of June but so will your Keepers/VIPs! Talent acquisition isn't only about attracting, it's about training and retaining so we are very excited to add that element this year!

770 MGAs competing, Six Divisions, Six URC Champions to be crowned! ONE will be the "Baddest Recruiter on the Planet!" Will it be you? 🏆



FIRST PLACE in Each Division

VALUED AT \$1000

HOW TO WIN: MGA in their Division with the Highest Percentage of Monthly Associate/VIP Objective will win First Place.

In the event of a tie, the MGA with highest ALP from June Associate Objective will win, everyone else will enter the drawing for second place.

THE PRIZE: First place winner gets a belt designed from Undisputed Belts and also get to choose one of the prizes from Inspirus for the Platinum level Pinnacle prize options.



SECOND PLACE in Each Division

VALUED AT \$500

HOW TO WIN: Second Place will be determined by a drawing from among MGAs who have achieved 150% or more of their Associate/VIP Objective.

**One ticket per person.*

THE PRIZE: Second Place Prizes are from Inspirus for the Gold Level Pinnacle Prize options.



THIRD PLACE in Each Division

VALUED AT \$250

HOW TO WIN: Third Place in each Division will be determined by a drawing from among MGAs with 110% to 149.99% of their Associate/VIP Objective.

**One ticket per person.*

THE PRIZE: Third Place Prizes are from Inspirus for the Silver Level Pinnacle Prize options.

GRAND PRIZE RAFFLES

MGAs with 200% of Monthly MGA Objective – **10 tickets**
MGAs with 150% - 199.99% of Monthly MGA Objective – **5 tickets**
MGAs with 110% - 149.99% of Monthly MGA Objective – **2 tickets**

- THE PRIZES:**
- **Grand Prize** – Diamond Status trip options from the list used for Pinnacle Diamond Level
 - **Ultimate Fighting Championship Weekend in Las Vegas** – Flights, Accommodations and tickets for Two to a 3rd Quarter UFC Fight Card in Las Vegas!
 - **\$500 Amazon Gift Card**
- *One winner for each of these drawings.*



Make Tomorrow Better

– UPDATE –



Convention Attendees Help Homeless Vegas Teens

AIL-NILICO Las Vegas Convention attendees donated **\$16,630** to Street Teens. Street Teens has been helping homeless, abandoned, and at-risk youth in the Las Vegas Valley since 2001. The organization collaborates with other local entities to provide high-quality services in a compassionate environment.

Street Teens asked for our help to update the computer room at their Drop-In Center. The computers give teens access to important documents like their birth certificate or Social Security, and allow them to create a resume, make appointments, and apply for jobs or an apartment.

In addition to their financial donations, some attendees brought hygiene and comfort items to help homeless teens in the coming Las Vegas heat. They filled quart bags with travel-size items such as wet wipes, tissues, sunscreen, lip balm, lotion, toothbrush, toothpaste, floss, water flavor packets, gum, fast-food gift card, etc.

Thank you to all who donated, helping to *Make Tomorrow Better* for Street Teens.



TWO COLOSSAL TEAMS BATTLE IT OUT!

SGA CATEGORY I



THE REST OF THE COMPANY
(Excluding Cat. 12)

The team with highest total Growth % from July and October over the team's contest baseline will win the contest. Individual awards on the winning team will be determined by % of growth over their individual baseline.

REFER TO THE CONTEST ANNOUNCEMENT EMAIL FOR COMPLETE RULES AND DETAILS.

PRIZE DISTRIBUTION

	CATEGORY I	THE FIELD
	If Category I wins, the payout will be the following (provided the company has 6% growth):	If the "Field" wins, the top 25 agencies with a minimum of 10% growth and \$125,000 total Net ALP over the contest period will divide the payout (provided the company has 6% growth).
1 st Place	\$50,000	1 st Place \$20,000
2 nd Place	\$30,000	2 nd Place \$15,000
3 rd Place	\$20,000	3 rd Place \$12,500
4 th Place	\$15,000	4 th Place \$10,000
5 th Place	\$12,500	5 th Place \$7,500
6 th Place	\$10,000	6 th - 20 th Place \$5,000 each agency
7 th Place	\$7,500	21 st - 25 th Place \$1,000 each agency

6-MONTH CONTEST

CONTEST PERIOD: October 1, 2021 – March 31, 2022 • TRIP DATES: August 21 – 28, 2022

FINAL CONTEST RESULTS

State General Agents

Rank	Name	Category	Contest Production	Contest % of Baseline Prod	Contest % of New Assoc Obj
1	#1 Dustin Venekamp	1	\$4,598,477	164.6%	62.6%
	#2 Simon Arias	1	\$10,744,897	137.1%	152.4%
	#3 AO	1	\$35,090,525	133.5%	124.5%
2	#1 Brett Gryska	2	\$3,372,930	114.6%	116.2%
3-4	#1 Satti-Kanaan	3	\$2,231,609	135.0%	80.8%
	#2 Tom Williams	3	\$1,978,903	129.9%	54.6%
	#3 Cindy Furer	4	\$1,387,006	129.6%	63.8%
5-12	#1 Albert Serur	9	\$1,487,729	219.6%	81.9%
	#2 Tommy Vena	10	\$1,298,624	144.4%	62.5%
	#3 Kevin Holtz	8	\$1,024,773	138.7%	141.7%
	#4 Tiffany Wagner	7	\$830,235	133.0%	82.0%
	#5 Desi Dimitrova	5	\$874,937	131.7%	79.5%
	#6 Slav Bitman	6	\$1,148,452	129.8%	82.1%
	#7 Denis-Michael Catalano	9	\$843,128	128.8%	78.3%
	#8 Laura Fisher	5	\$1,301,869	120.6%	83.3%
	#9 Fisher-Zuzick	9	\$925,401	119.1%	104.8%
	#10 Weatherspoon-Harris	5	\$1,076,242	111.9%	102.6%

Regional General Agents

Rank	Name	Category	SGA	Contest Production	Contest % of Baseline Prod
1	#1 Mark Neilson	1	AO	\$3,910,972	175%
	#2 Bobby Gujral	1	AO	\$2,723,518	125%
	#3 Robert Janev	1	Sabrina Lloyd	\$3,279,079	125%
All	#1 Eno Iftiu		AO	\$2,222,548	889%
	#2 Arif Hajro		AO	\$1,898,421	759%
	#3 Melinda-Rae Lyse		AO	\$871,632	349%
	#4 Jessica Chang		AO	\$1,103,703	319%
	#5 Astrid Castrillon		Hemerson Gonzalez	\$806,927	316%
	#6 Darrell Asbell		AO	\$777,804	311%
	#7 Mario Hajro		AO	\$5,915,038	270%
	#8 Justin Sutton		Giddens-Giddens	\$627,143	251%
	#9 Carlo Buhay		AO	\$579,093	213%
	#10 Bobby Hamilton		AO	\$1,123,922	211%

Master General Agents

Rank	Name	Category	SGA	Contest Production	Contest % of Baseline Prod
1	#1 Mark Neilson	1	AO	\$979,312	302%
	#2 Zach Otto	1	Sabrina Lloyd	\$1,331,675	136%
	#3 Bobby Gujral	1	AO	\$914,429	131%
All	#1 Yania Tineo Soto		Richardson Latino Division	\$1,440,588	576%
	#2 Mark Neilson		AO	\$979,312	302%
	#3 Britton Costa		Simon Arias	\$670,565	268%
	#4 Zackarea Hakim		AO	\$574,160	230%
	#5 Jonathan Rindt		Simon Arias	\$626,094	228%
	#6 Jessica Chang		AO	\$714,035	225%
	#7 Patrycja Grudzinska		Sabrina Lloyd	\$559,757	224%
	#8 Chris La Fond		AO	\$945,915	210%
	#9 Arif Hajro		AO	\$1,841,443	203%
	#10 Nafic Djendji Abdel Khalek		Jesus Romero	\$727,024	187%

General Agents

Rank	Name	SGA	Contest Net ALP
#1	Trevor Bailey	Satti-Kanaan	\$355,926
#2	Luis Barbaresco Garcia	Richardson Latino Division	\$339,013
#3	Dina Boghdady	AO	\$286,803
#4	Christina Salvatore	AO	\$246,131
#5	Jillian Getz	AO	\$219,056

Supervising Agents

Rank	Name	SGA	Contest Net ALP
#1	Sean Taylor	Henderson-Locker	\$531,317
#2	Damaris Trejo	Sabrina Lloyd	\$379,405
#3	Jairo Cabrera Rojas	Richardson Latino Division	\$329,547
#4	Dalton Cassavoy	AO	\$303,888
#5	Nikolla Lulgjuraj	AO	\$282,675

Veteran Producers

Rank	Name	SGA	Contest Net ALP
#1	Joshua Dishong	S-S-Bendure-Hartwig	\$452,251
#2	Daniel Paravisini	AO	\$449,346
#3	Oleg Novitchii	S-S-Parks-Salvaggi	\$445,886
#4	Duni Olusegun	Phillip Waisman	\$424,751
#5	Carmen Arroyo	Theodore Pappas	\$343,984
#6	Trevor Bailey	Satti-Kanaan	\$326,964
#7	Dina Boghdady	AO	\$274,384
#8	Roger Fung	Mathew Hart	\$272,132
#9	Arturo Romero	S-S-Parks-Salvaggi	\$256,437
#10	Todd Krupa	AO	\$255,731
#11	Lily Sakai	Cohen-Velasquez	\$226,354
#12	Jillian Getz	AO	\$216,768
#13	Aref Sayegh	Satti-Kanaan	\$209,860
#14	Michael van Delft	Satti-Kanaan	\$206,734
#15	Roger Fredericks	AO	\$197,199
#16	Alon Barnur	AO	\$191,053
#17	Christian Gojcaj	AO	\$187,935
#18	Klaudio Martinaj	AO	\$187,379
#19	Joey Kennedy	AO	\$177,494
#20	Joseph Sarasin	S-S-Bendure-Hartwig	\$169,068
#21	Elvis Tinaj	AO	\$168,003
#22	Kevin Ishikane	AO	\$167,859
#23	Kristi Basho	AO	\$162,056
#24	Jihad Ottallah	S-S-Parks-Salvaggi	\$157,563
#25	Alipate Makau	Steve Friedlander	\$157,055

Rookie Producers

Rank	Name	SGA	Contest Net ALP
#1	Marshall Fernandez	AO	\$440,664
#2	Firat Ucar	Dustin Venekamp	\$371,454
#3	Carrington Hanna	AO	\$273,452
#4	Nikolla Lulgjuraj	AO	\$238,710
#5	Damaris Trejo	Sabrina Lloyd	\$230,951
#6	Christina Salvatore	AO	\$229,734
#7	Abraham Mogilevsky	Jamison Weatherspoon	\$216,942
#8	Josh Spence	AO	\$207,382
#9	Ashley Mysza	Tommy Vena	\$196,547
#10	Salaur Khorrami	AO	\$193,384
#11	Kevin Musai	AO	\$190,588
#12	Joshua Elkins	S-S-Bendure-Hartwig	\$184,834
#13	Ladan Rahbary	AO	\$182,820
#14	Alex Jankowski	Simon Arias	\$177,955
#15	Connor O'Donnell	S-S-Parks-Salvaggi	\$173,184
#16	Ervin Metaj	Dustin Venekamp	\$170,489
#17	Spencer Kozej	Simon Arias	\$169,763
#18	Mathew Kahwaji	AO	\$168,332
#19	Rebecca Amundson	Simon Arias	\$167,002
#20	Dillon Zartman	S-S-Bendure-Hartwig	\$154,917
#21	Nancy Djendji	Jesus Romero	\$152,414
#22	Justin Neal	AO	\$151,388
#23	Ahmad Aqel	Dustin Venekamp	\$148,787
#24	Scott Whitford	Ryan Bisanz	\$148,175
#25	Alessandro Succurro	AO	\$143,702

VPs

Rank	Name	Contest Production	Contest % of Baseline Prod	Contest % of New Assoc Obj
#1	Rob Gray	\$9,299,082	115.0%	58.3%
#2	Scott Dehning	\$10,005,089	107.6%	74.4%

Directors

Rank	Name	Contest Production	Contest % of Baseline Prod	Contest % of New Assoc Obj
#1	David Guzman	\$3,907,366	143.5%	46.2%
#2	Rudi Camenzind	\$3,048,359	117.4%	57.9%
#3	Diego Arango	\$1,923,844	116.6%	56.8%
#4	John Ophals	\$4,416,813	109.4%	85.8%
#5	Natalie Linker	\$5,127,869	108.2%	79.8%

Public Relations

TOP 5 PR REPRESENTATIVES

Rank	Name	Contest % of Obj	Contest % of ORI
#1	Casanda Robinson	237.00%	36.61%
#2	Anna Rohrer	195.93%	30.42%
#3	Al Wall	180.46%	46.19%
#4	Kelly Walker	125.99%	42.98%
#5	Patrena Smith	119.70%	21.77%

PR REPRESENTATIVES WITH 100% OBJ

#1	Ryan Gregoli	242.56%
#2	Kathy Pappas	181.72%
#3	Cindy Kunce	173.77%
#4	Chas Robinson	152.06%
#5	Noel Robbins	149.50%
#6	Steve Orchardson	144.56%
#7	Tori Snowden	126.31%
#8	Brenda Wadey	120.25%
#9	Laurie Gruber	119.26%
#10	Rona Pileggi Spano	118.25%
#11	Mark Flemm	117.96%
#12	Jessica Christersson	112.59%
#13	Tim O'Connor	111.95%
#14	Krissa Hensley	111.47%
#15	Irene Rurycz	107.59%
#16	Dee Hettinger	106.25%
#17	Maria Siero	105.81%
#18	David Scalisi	105.34%
#19	Amanda Cross	103.55%

TOP PR MANAGERS

Rank	Name	Contest % of Obj	Contest % of Growth
#1	Judy Spade	121.13%	60.17%

The contest period is business or cards received and processed by Home Office between October 1, 2021 and March 31, 2022.

For complete qualifications, rules, and how drawing entries are accrued, refer to the ARC:
ARC.ALlife.com/default.aspx &
ARC.NILife.com/default.aspx

CONTEST WINNERS

SGAs

DUSTIN VENEKAMP
BRETT GRYSKA

VETERAN PRODUCERS

JOSHUA DISHONG, S-S-Bendure-Hartwig
DANIEL PARAVISINI, AO
OLEG NOVITCHII, S-S-Parks-Salvaggi

ROOKIE PRODUCERS

MARSHALL FERNANDEZ, AO
FIRAT UCAR, Dustin Venekamp
CARRINGTON HANNA, AO

PR REPRESENTATIVE

CASANDRA ROBINSON

DRAWING WINNERS

SGAs

LAURA FISHER
HENDERSON-LOCKER
KEVIN HOLTZ
S-S-BENDURE-HARTWIG

RGA's

MARIO HAJRO, AO
ROBERT JANEV, Sabrina Lloyd
PETER KWIATKOWSKI, S-S-Parks-Salvaggi

MGA's

MARK NEILSON, AO
EVAN STEWART, Simon Arias
DANIEL UMBERTONE, AO

GA

TYJERE MORROW, AO

SA

MICHELE STEWART, AO

VETERAN PRODUCERS

KRISTOPHER BOUR, S-S-Bendure-Hartwig
JESSE FULLMER, AO
DEANTHONY HARTMAN, Darcy Schrieber
KASALI KOTUN, Williams-Musso
TYLER MCKNIGHT, AO
SEAN TAYLOR, Henderson-Locker

ROOKIE PRODUCERS

REBECCA AMUNDSON, Simon Arias
SHIVA LATIFY, AO
MARIANA MORALES, Sabrina Lloyd

VP

ROB GRAY

DIRECTOR

RUDI CAMENZIND

PR REPRESENTATIVE

AL WALL

PR DIRECTOR/MANAGER

JUDY SPADE



CONVENTION



2021 AWARD WINNERS



TPC #1 Rookie IP: Carrington Hanna
Rookie Producer of the Year



TPC #1 Veteran IP: Daniel Paravisini
Veteran Producer of the Year



EC #1 SGA Cat IV: Nick Moore
SGA of the Year



TPC #2 Rookie Producer & #5 GA:
Ervin Metaj



TPC #3 Rookie Producer:
Damaris Trejo



TPC #4 Rookie Producer:
Ladan Rahbary



TPC #5 Rookie Producer:
Ashley Mysza



TPC #6 Rookie Producer:
Firat Ucar



TPC #8 Rookie Producer:
Spencer Kozej



TPC #9 Rookie Producer:
Christina Salvatore



TPC #10 Rookie Producer:
Marshall Fernandez



TPC #3 Veteran Producer:
Joshua Dishong



TPC #4 Veteran Producer:
Duni Olusegun



TPC #5 Veteran Producer:
Carmen Arroyo



TPC #6 Veteran Producer:
Arturo Romero



TPC #7 Veteran Producer:
Michael van Delft



TPC #8 Veteran Producer:
Aref Sayegh



TPC #9 Veteran Producer:
Kevin Ishikane



EC #10 Veteran Producer:
Roger Fung



EC #1 SGA Cat I:
Dustin Venekamp



EC #1 SGA Cat II:
Sabrina Lloyd



EC #1 SGA Cat III:
Arias-Dlabik



EC #1 SGA Cat V:
Josh West



EC #1 SGA Cat VI:
Hemerson Gonzalez



EC #1 SGA Cat VII:
Andrew McQuade



EC #1 SGA Cat VIII:
Kevin Holtz



EC #1 SGA Cat IX:
Fisher-Zuzick



EC #1 SGA Cat X:
Tommy Vena



EC #1 SGA Cat XII:
Jeremy Rivers



Sales Director:
Natalie Linker



VP Director:
Fred Hadayia

2021 AWARD WINNERS

 #1 SA: Sean Taylor	 #2 SA: Kristi Basho	 #3 SA: Agnieszka Kasper	 #4 SA: Cory Moncol	 #5 SA: Klaudio Merizaj
 #1 GA: Bledar Bane	 #2 GA: Moriah Chandler	 #3 GA: Jillian Getz	 #4 GA: Taleb Jammoul Hajali	 #1 MGA Cat I: Josh Olin
 #1 MGA Cat II: Eric Thompson	 #1 MGA Cat III & #1 RGA Cat II: David Carpenter	 #1 MGA Cat IV: Brody Maughan-Evanson	 #1 MGA Cat V & #1 RGA Cat IX: Gabriela Sime	 #1 MGA Cat VI: Taurean Flournoy
 #1 MGA Cat VII: Daniel G Johnson	 #1 MGA Cat VIII: Mark Bernsdorff	 #1 MGA Cat IX & #1 RGA Cat V: Scott Wheeler	 #1 MGA Cat X: Justin Sutton	 #1 MGA Cat XI: Carlo Buhay
 #1 MGA Cat XII & #1 RGA Cat XII: Brandon Minor	 #1 MGA Cat XIII: Jesse Fullmer	 #1 MGA Cat XIV: Kevin Butchino	 #1 MGA Cat XV: Ronald Rivera	 #1 MGA Cat XVI: Rielly Maher
 #1 MGA Cat XVII: Tina Skalkos	 #1 MGA Cat XVIII: Noella Coleman	 #1 RGA Cat III: Kimberly Hamilton	 #1 RGA Cat IV: Romal Omid	 #1 RGA Cat VI: Andrew Bishop
 #1 RGA Cat VII: Mario Hajro	 #1 RGA Cat VIII: Adam Kidikas	 #1 RGA Cat X: Casey Kunash	 #1 RGA Cat XI: Tyler Boulden	 #1 RGA Cat XIII: Alon Barnur
 #1 PR Cat II: Lori Vaughn	 #1 PR Cat III: Krissa Hensley	 #1 PR Cat IV: Cindy Kuncce	 #1 PR Cat V: Maria Siero	 #1 PR Cat VIII: Patrick Duray
 Most Original Cards Generated: Al Wall	 PR Manager Cat I: Christa Davis	 PR Manager Cat III: Lacy Martin		



Not Pictured: #7 Rookie Producer - Josh Spence, #2 Veteran Producer - Oleg Novitchii, #1 RGA Cat I - Robert Janev, #1 PR Cat I - Malka Arony, & #1 PR Cat VI - Kelly Walker

VIBRA LATINA

La receta del éxito en AIL-NILICO

PARA CONVERTIRNOS EN campeones, tenemos que entrar en una dimensión diferente que nos permita movernos por cada nivel para lograr ese trofeo, sentir la sensación de estar en ese podio, subir al escenario y darnos cuenta de que todos los esfuerzos y el trabajo duro han valido la pena. Esa es la sensación que tenemos cuando nos volvemos más de lo que nunca pensamos que podríamos. Acabamos de regresar de nuestra Convención anual y tuvimos la oportunidad de conocer a LOS

MEJORES en nuestra industria, y su desempeño fue reconocido y se entregaron premios.

Pero, ¿qué incentiva a estos grandes productores a ser LOS MEJORES? Cuando comencé en esta empresa, tuve el honor de que me presentaran a un querido amigo llamado Mark Zipper. Ese día, él me enseñó una lección importante que simplificó y facilitó formar parte de los campeones de American Income Life y National Income Life. Aprendí seis ingredientes

principales: Actitud, Actividad y Presentación. Si queremos sobresalir en esta empresa, la Disciplina, la Pasión y la Ética Laboral nos catapultarán al siguiente nivel. Todos regresamos de la Convención con entusiasmo e ideas para compartir con nuestros equipos, pero Roma no se construyó en un día. Somos latinos, y todos vinimos aquí buscando el sueño americano; sin embargo, podremos alcanzarlo con los seis ingredientes que nos llevan a la grandeza en AIL. 🏆

Angel Martínez and Diego Arango
Directores Regionales de Ventas /
Regional Sales Directors



The Recipe for Success at AIL-NILICO

TO BECOME CHAMPIONS, WE have to enter into a different dimension that allows us to move through each level to earn that trophy, hit the stage, stand at the podium, and realize all the effort and hard work has paid off. That is the feeling we get when we become more than we ever thought we could. We just returned from our annual Convention and had the opportunity to meet THE BEST in our industry, their performance was recognized, and awards were given.

But what incentivizes these top producers to be THE BEST? When I started with this company, I had the honor to be introduced to a dear friend by the name of Marc Zipper. That day, he taught me an important lesson that simplified and made it easier to become part of American Income Life and National Income Life champions. I learned six main ingredients: Attitude, Activity, and Presentation. If we want to excel in this company, Discipline, Passion, and

Work Ethic will catapult us to the next level. We all came back from Convention with enthusiasm and ideas to share with our teams, but Rome was not built in one day. We are Latinos, and we all came here searching for the American Dream; however, we will be able to reach that with all the six ingredients that lead to greatness at AIL. 🏆



VETERAN PRODUCER



1
NANCY DJENDJI
HOUSTON, TX

SA



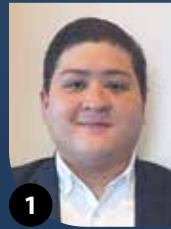
1
JAIRO CABRERA ROJAS
RICHARDSON, TX

VETERAN MGA



1
WALTER ICAZA
MIAMI, FL

ROOKIE PRODUCER



1
GUSTAVO BORREGO
BEDFORD, TX

GA



1
NORIS DOMINGUEZ RAMIREZ
HOUSTON, TX

ROOKIE MGA



1
NAIROBI CONTRERAS
FARMERS BRANCH, TX

RGAs



1
DANIEL PACHECO
MIAMI, FL

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$49,397	92.2	Nafic Djendji Abdel Khalek	Jesus Romero
2	Yelitza Dominguez	\$32,503	78.7	Nafic Djendji Abdel Khalek	Jesus Romero
3	Dana Martin Gonzalez	\$18,170	89.5	Hector Luque	Beto Quintero
4	Carlos Navas	\$15,613	81.1	Hector Luque	Beto Quintero
5	Daniela Rangel	\$13,720	83.8	Taleb Jammoul Hajali	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Gustavo Borrego	\$29,002	100	Yelineth Godoy Latuff	Fort Worth Latino Division
2	Hilsy Perez	\$25,833	99	Nafic Djendji Abdel Khalek	Jesus Romero
3	Monica De Nobrega	\$19,881	100	Stephanie Prince Leon	Pappas-Romero
4	Rosa Colmenares Borrego	\$19,762	100	Nafic Djendji Abdel Khalek	Jesus Romero
5	Epifania Segovia Barreto	\$17,432	81.3	Jean Romero Capote	Jesus Romero

TOP LATINO MARKET SUPERVISING AGENTS: APRIL

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jairo Cabrera Rojas	\$28,470	\$28,377	100		Richardson Latino Division
2	Ana Machado Rodriguez	\$20,835	\$28,685	98	Hector Luque	Beto Quintero
3	Carlos Colina	\$18,916	\$34,219	79.4	Daniel Pacheco	Beto Quintero
4	Rosa Colmenares Borrego	\$15,269	\$35,032	100	Nafic Djendji Abdel Khalek	Jesus Romero
5	Kevin Valentin Ross	\$12,842	\$27,770	94	Nairobi Contreras	Hemerson Gonzalez

TOP LATINO MARKET GENERAL AGENTS: APRIL

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Noris Dominguez Ramirez	\$43,517	\$43,867	99	Nafic Djendji Abdel Khalek	Jesus Romero
2	Havis Alvarado	\$41,948	\$92,699	91	Nairobi Contreras	Hemerson Gonzalez
3	Luis Barbaresco Garcia	\$35,422	\$34,431	100	Jose Aranguren	Richardson Latino Division
4	Evelyn Leon-Perez	\$29,357	\$32,857	95	Yelineth Godoy Latuff	Fort Worth Latino Division
5	Aldo Ramirez Marinelli	\$26,302	\$44,386	97	Hector Luque	Beto Quintero

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: APRIL

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Walter Icaza	165.7%	\$85,704	\$32,250	87.0	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: APRIL

Rank	PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Nairobi Contreras	130.1%	\$41,948	\$32,250	75.6	Hemerson Gonzalez
2	Luis Velasquez	111.0%	\$35,801	\$32,250	82.6	Jesus Romero

TOP LATINO MARKET REGIONAL GENERAL AGENTS: APRIL

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Daniel Pacheco	30.6%	\$84,135	\$64,416	84.3	Beto Quintero
2	Sergio Carta	15.2%	\$174,436	\$151,395	82.4	Beto Quintero

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$138,272	92.2	Nafic Djendji Abdel Khalek	Jesus Romero
2	Yelitza Dominguez	\$103,262	78.7	Nafic Djendji Abdel Khalek	Jesus Romero
3	Dana Martin Gonzalez	\$46,921	89.5	Hector Luque	Beto Quintero
4	Margarita Hickman	\$46,473	98.2	Adianeza Rodriguez	Hemerson Gonzalez
5	Daniela Rangel	\$41,109	83.8	Taleb Jammoul Hajali	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Yoel Chacin Gonzalez	\$81,453	100	Nafic Djendji Abdel Khalek	Jesus Romero
2	Hilsy Perez	\$78,683	99	Nafic Djendji Abdel Khalek	Jesus Romero
3	Epifania Segovia Barreto	\$75,782	81.3	Jean Romero Capote	Jesus Romero
4	Rosa Colmenares Borrego	\$74,679	100	Nafic Djendji Abdel Khalek	Jesus Romero
5	Mariana Chirinos De Rojas	\$51,225	100	Helgi Bistochett Navarro	Richardson Latino Division

TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jairo Cabrera Rojas	\$265,630	\$275,396	100		Richardson Latino Division
2	Maria La Cruz	\$99,221	\$111,116	100	Jose Aranguren	Richardson Latino Division
3	Pedro Colls Nunez	\$85,463	\$89,444	100	Edgar Velasquez Romero	Richardson Latino Division
4	Nancy Djendji	\$78,400	\$303,749	98	Nafic Djendji Abdel Khalek	Jesus Romero
5	Nataly Zeitoune	\$66,279	\$73,308	100	Jose Aranguren	Richardson Latino Division

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$643,897	\$655,552	100	Jose Aranguren	Richardson Latino Division
2	Carlos Frias Caraballo	\$362,537	\$396,093	96	Jose Aranguren	Richardson Latino Division
3	Frederik Diaz Mata	\$219,006	\$248,839	100	Helgi Bistochett Navarro	Richardson Latino Division
4	Francisco Morell	\$171,466	\$182,493	100	Edgar Velasquez Romero	Richardson Latino Division
5	Rosmary Gomez Castillo	\$162,779	\$187,546	100	Edgar Velasquez Romero	Richardson Latino Division

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Walter Icaza	84.0%	\$237,365	\$129,000	87.0	Beto Quintero
2	Sergio Carta	35.6%	\$211,728	\$156,167	81.8	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

Rank	PF %	1st 6 MO Agt	Bench	NTG	RET	SGA
1	Edgar Velasquez Romero	365.2%	\$471,074	\$129,000	99	Richardson Latino Division
2	Jose Aranguren	255.9%	\$330,055	\$129,000	97	Richardson Latino Division
3	Adianeza Rodriguez	162.1%	\$209,158	\$129,000	75.4	Hemerson Gonzalez

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Sergio Carta	34.3%	\$626,728	\$466,748	82.4	Beto Quintero
2	Astrid Castrillon	25.0%	\$833,193	\$666,694	74.8	Hemerson Gonzalez
3	Daniel Pacheco	21.8%	\$315,886	\$259,331	84.3	Beto Quintero



1
KAELAN MUSCARA
NORTH LAS VEGAS, NV



2
SPENCER STOYER
ALAMONTE SPRINGS, FL



3
MICHAEL LEWO
ALAMONTE SPRINGS, FL



4
MARSHALL FERNANDEZ
RED DEER, AB



5
BRAYDON CAMERON
WEXFORD, PA



6
FIRAT UCAR
PHOENIX, AZ



7
GUSTAVO BORREGO
BEDFORD, TX



8
HARUN ALI
TROY, MI



9
NATHAN LABRANCHE
WASHINGTON, MI



10
JEFFREY WATSON
COLUMBIA, SC



11
HILSY PEREZ
HOUSTON, TX



12
DAMIAN WOODS
RIDGEFIELD, WA



13
BYRON PATTERSON
WEXFORD, PA



14
JAVIER DIAZ
ALAMONTE SPRINGS, FL



15
NOOR MUSLEH
BRUNSWICK, OH



16
JUSTIN NEAL
WADSWORTH, OH



17
EMILY ROGERS
SAN DIEGO, CA



18
GAGE HARRINGTON
SANDY, UT



19
SASHA OAKES
DES PLAINES, IL



20
PANARIS BRIGU
WESTLAKE, OH



ICEBREAKERS
JESSICA YATES
SAN DIMAS, CA



TROY HENDERSON
BRUNSWICK, OH



JALEN KELLY
INDIANAPOLIS, IN

APRIL

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Kaelan Muscara	\$60,556	97		Darrell Asbell AO	
2	Spencer Stoyer	\$60,474	98		Moriah Chandler Henderson-Locker	
3	Michael Lewo	\$56,186	96		Moriah Chandler Henderson-Locker	
4	Marshall Fernandez	\$52,130		89.5	Alon Barnur AO	
5	Braydon Cameron	\$51,634	94		Ryan Shazier Simon Arias	
6	Firat Ucar	\$31,250	89		Bledar Bane Dustin Venekamp	
7	Gustavo Borrego	\$29,002	100		Yelineth Godoy Latuff Fort Worth Latino Division	
8	Harun Ali	\$27,892	100		George Shafiek Darcy Schrieber	
9	Nathan Labranche	\$27,675	99		Mark Dushaj AO	
10	Jeffrey Watson	\$26,497	100			Mark Beckford
11	Hilsy Perez	\$25,833	99		Nafic Djendji Abdel Khalek Jesus Romero	
12	Damian Woods	\$24,776	100		Eno Iftiu AO	
13	Byron Patterson	\$24,627	99		Spencer Kozej Simon Arias	
14	Javier Diaz	\$23,439	100		Moriah Chandler Henderson-Locker	
15	Noor Musleh	\$23,404	96		Matthew Conrad S-S-Parks-Salvaggi	
16	Justin Neal	\$23,376	97		Eno Iftiu AO	
17	Emily Rogers	\$23,260		92.7	Eno Iftiu AO	
18	Gage Harrington	\$23,163		80.9	Mark Neilson AO	
19	Sasha Oakes	\$22,512	95		John Vacca Tommy Vena	
20	Panaris Bregu	\$22,472	94		Eno Iftiu AO	
21	Alex Jankowski	\$21,609	94		Jonathan Rindt Simon Arias	
22	Hala Herballi	\$21,492	95		Veronica Coval Laura Fisher	
23	Sallie Grayson	\$21,350	90		Ashley Clarke Ernest Powell	
24	Jessica Yates	\$21,012	100		Phi Phan Desi Dimitrova	
25	Fatima Mashriqi	\$20,844		86.2	Caren Deanda Mathew Hart	
26	Monica De Nobrega	\$19,881	100		Stephanie Prince Leon Pappas-Romero	
27	Rosa Colmenares Borrego	\$19,762	100		Nafic Djendji Abdel Khalek Jesus Romero	
28	Malik Blair	\$19,615	100		Andre Bent Arias-Dlabik	
29	Brandon Bennett	\$19,556	95		Joseph Crivelli Simon Arias	
30	Charles Nacovsky	\$19,511	98		Francesca Veltri Giglione-Ackerman	
31	Kristie Wagner	\$19,253	93		Jean M Joseph Tom Williams	
32	Ahmad Agel	\$19,179		83.9	Ervin Metaj Dustin Venekamp	
33	Kyle Swanson	\$19,089	97		Jessica Chang AO	
34	Jordan Brown	\$18,903	90		Moriah Chandler Henderson-Locker	
35	Colby Fox	\$18,818	95		Moriah Chandler Henderson-Locker	
36	Kevin Musai	\$18,234		94.7	Eno Iftiu AO	
37	Troy Henderson	\$17,666	100		William Thomas S-S-Parks-Salvaggi	
38	Gordon Biggums	\$17,457	90		Jessica Daniels Phillip Waisman	
39	Epifania Segovia Barreto	\$17,432		81.3	Jean Romero Capote Jesus Romero	
40	Maria Ronso Blanco	\$17,364	91		Hector Luque Beto Quintero	
41	Chad McLaughlin	\$17,248		78.7		Henderson-Locker
42	Stephanie Olsen	\$17,166	94		Ryan Witham Brett Gryska	
43	Asiguy Haugabook	\$16,641	93			AO
44	Staci Brown	\$16,099		78.5	Morgan Tranquist Andre McCallum	
45	Shelby Hill	\$15,889	97		Tecole Smith Michael Vasu	
46	Jalen Kelly	\$15,836	100		Tyler Boulden Josh West	
47	Olaniyan Eaglin	\$15,518	100		Noe Perez Saavedra-Longino	
48	Vanessa Suiter	\$15,455		89.0		Josh West
49	Joseph Cammarata	\$15,417	96		Mark Dushaj AO	
50	Joshua Bobb-Semple	\$15,316		77.8	Kingsley Hansen Denis-Michael Catalano	

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Marshall Fernandez	\$275,597		89.5	Alon Barnur AO	
*2	Kevin Musai	\$182,699		94.7	Eno Iftiu AO	
*3	Spencer Stoyer	\$172,553	98		Moriah Chandler Henderson-Locker	
*4	Firat Ucar	\$166,732	89		Bledar Bane Dustin Venekamp	
*5	Justin Neal	\$142,874	97		Eno Iftiu AO	
*6	Brandon Bennett	\$132,818	95		Joseph Crivelli Simon Arias	
*7	Mathew Kahwaji	\$126,999		87.0	Eno Iftiu AO	
*8	Alex Jankowski	\$126,043	94		Jonathan Rindt Simon Arias	
*9	Abraham Mogilevsky	\$118,173	88		Tami Chaimov Jamison Weatherspoon	
*10	Braydon Cameron	\$115,346	94		Ryan Shazier Simon Arias	
11	Noor Musleh	\$108,681	96		Matthew Conrad S-S-Parks-Salvaggi	
12	Nathan Labranche	\$107,944	99		Mark Dushaj AO	
13	Michael Lewo	\$100,214	96		Moriah Chandler Henderson-Locker	
14	Jordan Brown	\$94,063	90		Moriah Chandler Henderson-Locker	
15	Michael Maloney	\$92,191		84.2	Jonathan Rindt Simon Arias	
16	Colby Fox	\$88,963	95		Moriah Chandler Henderson-Locker	
17	Dalton Cassavoy	\$88,467		94.3	Mark Dushaj AO	
18	Sasha Oakes	\$86,249	95		John Vacca Tommy Vena	
19	Shane Havel	\$83,072	96		Arif Hajro AO	
20	Ahmad Agel	\$82,344		83.9	Ervin Metaj Dustin Venekamp	
21	Christopher Braun	\$81,716		100.0	Jillian Getz AO	
22	Yoel Chacin Gonzalez	\$81,453	100		Nafic Djendji Abdel Khalek Jesus Romero	
23	Christopher Rives	\$79,888	92		Anthony Mazurkewicz Giddens-Giddens	
24	Hilsy Perez	\$78,683	99		Nafic Djendji Abdel Khalek Jesus Romero	
25	Kaelan Muscara	\$78,370	97		Darrell Asbell AO	
26	Jennifer Savino	\$77,649		78.9	Ryan Slone Albert Serur	
27	Shiva Latify	\$77,531	93		Ashley Rust AO	
28	Andi Iftiu	\$76,866		87.6	Eno Iftiu AO	
29	Emily Rogers	\$76,235		92.7	Eno Iftiu AO	
30	Epifania Segovia Barreto	\$75,782		81.3	Jean Romero Capote Jesus Romero	
31	Rosa Colmenares Borrego	\$74,679	100		Nafic Djendji Abdel Khalek Jesus Romero	
32	Byron Patterson	\$73,944	99		Spencer Kozej Simon Arias	
33	Hala Herballi	\$73,470	95		Veronica Coval Laura Fisher	
34	Sallie Grayson	\$72,502	90		Ashley Clarke Ernest Powell	
35	Daoud Naser	\$70,124		82.8	Matthew Conrad S-S-Parks-Salvaggi	
36	Rachael Frankino	\$68,056	88		Mark Reilly AO	
37	Evan Pinkerton	\$66,797	94		Ryan Shazier Simon Arias	
38	Cameron Labrie	\$60,948	95		Brent Henderson Simon Arias	
39	Panaris Bregu	\$60,033	94		Eno Iftiu AO	
40	Erald Tomorri	\$59,900		78.0	Arif Hajro AO	
41	Waundlyan Pete	\$59,823		85.6		Sabrina Lloyd
42	Kristie Wagner	\$59,467	93		Jean M Joseph Tom Williams	
43	Carl Weydeman	\$59,334	87		Arturo Romero S-S-Parks-Salvaggi	
44	Marian Gerges	\$58,564	93		Fouad Gerges Satti-Kanaan	
45	Nicholas Beyer	\$58,460	96		Zach Otto Sabrina Lloyd	
46	Mario Borino	\$57,933	86		Jonathan Rindt Simon Arias	
47	Asiguy Haugabook	\$57,853	93		Asiguy Haugabook AO	
48	Ryan Cummings	\$57,697		100.0	Ashley Rust AO	
49	Robert Burns	\$57,647		80.3	Daniel Prinzo S-S-Parks-Salvaggi	
50	Samuel Morrison	\$57,557	98		Michael Botond AO	

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.

TPC = 2022 Top Producer Council Member



1 JOSHUA DISHONG
COLUMBUS, OH



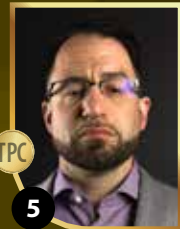
2 REBECCA AMUNDSON
WEXFORD, PA



3 OLEG NOVITCHII
BRUNSWICK, OH



4 ROGER FUNG
TRACY, CA



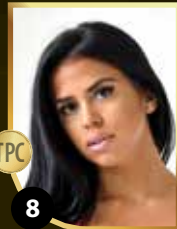
5 DANIEL PARAVISINI
GRANDVIEW, MO



6 NIKOLLA LULGJURAJ
ROCHESTER, MI



7 DUNI OLUSEGUN
INDIANAPOLIS, IN



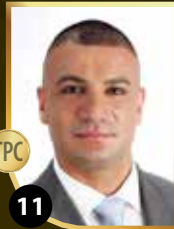
8 CARMEN ARROYO
FLUSHING, NY



9 NANCY DJENDJI
HOUSTON, TX



10 MICHAEL VAN DELFT
HALIFAX, NS



11 AREF SAYEGH
HALIFAX, NS



12 SCOTT URBANOWICZ
ALTAMONTE SPRINGS, FL



13 DAMON STROUP
TRACY, CA



14 KRISTI BASHO
RANCHO SANTA MARGARITA, CA



15 ALEX MILLER
LOS ANGELES, CA



16 VASHAWN NELSON
COLUMBIA, SC



17 PETER GABRANSKI
NEW YORK, NY



18 BRYAN STODDARD
INDIANAPOLIS, IN



19 YELITZA DOMINGUEZ
HOUSTON, TX



20 SCOTT WHITFORD
WILMINGTON, DE

APRIL

Rank	Net ALP	NTG	RET	MGA	SGA
1	Joshua Dishong	\$83,730	81.2	Joshua Dishong	S-S-Bendure-Hartwig
2	Rebecca Amundson	\$80,945	89.2	Dustin Hess	Simon Arias
3	Oleg Novitchii	\$75,657	84.5	Eric Thompson	S-S-Parks-Salvaggi
4	Roger Fung	\$65,429	85.2		Mathew Hart
5	Daniel Paravisini	\$57,568	90.5	Daniel Li	AO
6	Nikolla Lulgjuraj	\$56,344	90.0	Mark Dushaj	AO
7	Duni Olusegun	\$55,480	89.5	Duni Olusegun	Phillip Waisman
8	Carmen Arroyo	\$49,457	83.9	Carmen Arroyo	Theodore Pappas
9	Nancy Djendji	\$49,397	92.2	Nafic Djendji Abdel Khalek	Jesus Romero
10	Michael van Delft	\$48,884	89.2		Satti-Kanaan
11	Aref Sayegh	\$43,431	89.1		Satti-Kanaan
12	Scott Urbanowicz	\$40,178	95.4	Moriah Chandler	Henderson-Locker
13	Damon Stroup	\$39,717	85.5	Caren Deanda	Mathew Hart
14	Kristi Basho	\$37,034	87.2	Arif Hajro	AO
15	Alex Miller	\$33,398	80.0		Cohen-Velasquez
16	Vashawn Nelson	\$33,360	89.5		Mark Beckford
17	Peter Gabranski	\$33,132	79.4	Peter Gabranski	Albert Serur
18	Bryan Stoddard	\$32,986	80.2		Josh West
19	Yelitza Dominguez	\$32,503	78.7	Nafic Djendji Abdel Khalek	Jesus Romero
20	Scott Whitford	\$32,040	87.3	Saury Espaillet	Ryan Bisanz
21	Lamine Diakhate	\$31,302	92.6		Satti-Kanaan
22	Alessandro Succuro	\$29,763	90.4	Mark Dushaj	AO
23	Brandon Neal	\$29,378	87.9	Mark Dushaj	AO
24	Steffanie Sainato	\$28,784	96.5	Bobby Park	AO
25	Ala Awad	\$28,101	77.3		AO-Lorence
26	Connor Meakins	\$27,653	89.3	Scott Wheeler	Satti-Kanaan
27	Michael Ellis	\$27,522	77.4	Paul Rumbuc	AO
28	Ashley Mysza	\$27,337	77.1	Thomas J Vena	Tommy Vena
29	Viktorious Dugan	\$27,299	86.4	Mark Neilson	AO
30	Lily Sakai	\$26,443	92.4		Cohen-Velasquez
31	Kasali Kotun	\$26,402	79.1	Kasali Kotun	Williams-Musso
32	Spencer Kozej	\$25,689	75.8	Spencer Kozej	Simon Arias
33	Roydon Riki	\$25,558	89.1	Aaron Friedlander	Steve Friedlander
34	Dillon Zartman	\$24,245	80.8	Nicholas Chuma	S-S-Bendure-Hartwig
35	Ian Pickett	\$24,037	77.2	Bobby Gujral	AO
36	Edward Leon	\$23,727	88.6	Edward Leon	AO
37	Muhammed Ashraf	\$23,681	89.1	Sabrina Ashraf	Theodore Pappas
38	Gary Slocum	\$23,000	82.0	Gary Slocum	Desi Dimitrova
39	Tyler McKnight	\$22,786	89.0	Mark Neilson	AO
40	Dominick Nieves	\$22,782	89.4	John Torres	S-S-Parks-Salvaggi
41	Sean Taylor	\$22,623	90.1	Moriah Chandler	Henderson-Locker
42	Arturo Romero	\$22,588	79.6	Arturo Romero	S-S-Parks-Salvaggi
43	Amanda Harris	\$22,185	89.1	Bobby Hamilton	AO
44	Christina Salvatore	\$22,028	77.1	Arif Hajro	AO
45	Michelle Scourtos	\$21,737	81.2	Iv Menache	Albert Serur
46	Ellen Tuttle	\$21,715	86.8		Brett Gryska
47	Chris Anderson	\$21,554	92.7		Mathew Hart
48	Jeanneliza Solis	\$21,088	78.6	Dustin Dunbar	Dustin Venekamp
49	Bryan Juskiw	\$20,915	90.7	Bryan Juskiw	S-S-Bendure-Hartwig
50	Matthew Zang	\$20,689	79.5	Ryan Stenglein	AO

ALL TIME RECORD: \$205,781 Net ALP — JOE TOMANOVICH

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$388,818	81.2	Joshua Dishong	S-S-Bendure-Hartwig
*2	Oleg Novitchii	\$297,893	84.5	Eric Thompson	S-S-Parks-Salvaggi
*3	Duni Olusegun	\$288,563	89.5	Duni Olusegun	Phillip Waisman
*4	Roger Fung	\$203,070	85.2		Mathew Hart
*5	Dina Boghdady	\$193,612	82.8	Luay Ghawi	AO
*6	Carmen Arroyo	\$189,738	83.9	Carmen Arroyo	Theodore Pappas
*7	Nikolla Lulgjuraj	\$184,691	90.0	Mark Dushaj	AO
*8	Rebecca Amundson	\$175,737	89.2	Dustin Hess	Simon Arias
*9	Todd Krupa	\$175,019	94.2	Jessica Chang	AO
*10	Arturo Romero	\$158,106	79.6	Arturo Romero	S-S-Parks-Salvaggi
11	Michael van Delft	\$152,525	89.2		Satti-Kanaan
12	Scott Whitford	\$145,751	87.3	Saury Espaillet	Ryan Bisanz
13	Trevor Bailey	\$144,521	93.8	Scott Wheeler	Satti-Kanaan
14	Salaur Khorrami	\$141,176	91.1	Zackarea Hakim	AO
15	Nancy Djendji	\$138,272	92.2	Nafic Djendji Abdel Khalek	Jesus Romero
16	Christina Salvatore	\$133,496	77.1	Arif Hajro	AO
17	Christian Gojcaj	\$133,246	89.2	Mark Dushaj	AO
18	Spencer Kozej	\$133,091	75.8	Spencer Kozej	Simon Arias
19	Kristi Basho	\$130,087	87.2	Arif Hajro	AO
20	Elvis Tinaj	\$129,608	81.6	Mark Dushaj	AO
21	Roger Fredericks	\$127,816	89.0	Adrienne Bragas	AO
22	Lily Sakai	\$126,338	92.4		Cohen-Velasquez
23	Brandon Neal	\$126,328	87.9	Mark Dushaj	AO
24	Joey Kennedy	\$124,770	81.6	Bobby Hamilton	AO
25	Daniel Paravisini	\$124,735	90.5	Daniel Li	AO
26	Alessandro Succuro	\$120,606	90.4	Mark Dushaj	AO
27	Edward Leon	\$120,179	88.6	Edward Leon	AO
28	Ian Pickett	\$119,947	77.2	Bobby Gujral	AO
29	Aref Sayegh	\$119,814	89.1		Satti-Kanaan
30	Damon Stroup	\$119,745	85.5	Caren Deanda	Mathew Hart
31	Aaron Ebel	\$117,696	74.6	Arif Hajro	AO
32	Felicia Steele	\$117,110	100.0		AO
33	Joshua Elkins	\$114,909	91.4	Travis Picklesimer	S-S-Bendure-Hartwig
34	Tyler McKnight	\$113,307	89.0	Mark Neilson	AO
35	Dillon Zartman	\$112,960	80.8	Nicholas Chuma	S-S-Bendure-Hartwig
36	Samuel Marzula	\$106,821	95.1	Joseph Crivelli	Simon Arias
37	Muhammed Ashraf	\$106,737	89.1	Sabrina Ashraf	Theodore Pappas
38	Derrick Mason	\$105,060	83.6	Derrick Mason	Chad Deley
39	Yelitza Dominguez	\$103,262	78.7	Nafic Djendji Abdel Khalek	Jesus Romero
40	Alexandra Longo	\$103,108	92.0	Alexandra Longo	Hart-Lewicki
41	Irma Gallardo	\$101,527	82.6	Steven Warner	AO
42	David Rigney	\$101,241	82.9	David Rigney	Kevin Holtz
43	Ladan Rahbary	\$96,960	89.0	Bruce Viaje	AO
44	Alon Barnur	\$96,924	86.4	Alon Barnur	AO
45	Vashawn Nelson	\$95,108	89.5		Mark Beckford
46	Dianka Blash	\$94,380	90.1	Chris La Fond	AO
47	Bryan Juskiw	\$93,788	90.7	Bryan Juskiw	S-S-Bendure-Hartwig
48	Max Quasem	\$93,217	91.4		Cohen-Velasquez
49	Jihad Ottallah	\$92,987	84.5	Matthew Conrad	S-S-Parks-Salvaggi
50	Bryan Stoddard	\$92,017	80.2		Josh West

ALL TIME RECORD: \$911,722 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$4,189,095 Net ALP — JOSHUA DISHONG 4/30/22

SUPERVISING AGENTS



1 SEAN TAYLOR
ALTAMONTE SPRINGS, FL



2 DALTON CASSAVOY
WASHINGTON, MI



3 CHAYSON WILLIAMS
UPLAND, CA



4 RANDY TUCKER
GARFIELD HEIGHTS, OH



5 LYNDEE PETERS-HAKIM
BOTHELL, WA



6 DAMARIS TREJO
SCHAUMBURG, IL



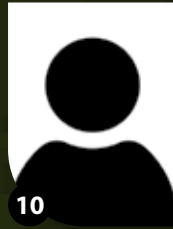
7 JAIRO CABRERA ROJAS
RICHARDSON, TX



8 KYLEE BLEHM
IRVING, TX



9 DEMARCUS OLIVER
JACKSON, MS



10 ADRIAN PEREZ GONZALEZ
MIAMI LAKES, FL

APRIL

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Sean Taylor	\$150,712	\$175,261		83.8	Moriah Chandler	Henderson-Locker
2	Dalton Cassavoy	\$64,610	\$76,473	98		Mark Dushaj	AO
3	Chayson Williams	\$63,943	\$65,394		86.0	Darrell Asbell	AO
4	Randy Tucker	\$39,056	\$56,448	98		Eno Iftiu	AO
5	Lyndee Peters-Hakim	\$31,957	\$31,957	97		Jessica Chang	AO
6	Damaris Trejo	\$29,618	\$40,612	94		Zach Otto	Sabrina Lloyd
7	Jairo Cabrera Rojas	\$28,470	\$28,377	100			Richardson Latino Division
8	Kylee Blehm	\$24,683	\$24,683	100		Justin Hermann	Dustin Venekamp
9	Demarcus Oliver	\$23,862	\$37,585	96		Victoria Lewis	Ernest Powell
10	Adrian Perez Gonzalez	\$23,718	\$26,771	96		Dairon Arbona Fonseca	Adel Al Choufi Naim
11	Ryan Schreiber	\$23,158	\$32,170	96		William Thomas	S-S-Parks-Salvaggi
12	Ana Machado Rodriguez	\$20,835	\$28,685	98		Hector Luque	Beto Quintero
13	Alex Jankowski	\$20,383	\$43,040	96		Jonathan Rindt	Simon Arias
14	Daoud Naser	\$20,207	\$30,033	94		Matthew Conrad	S-S-Parks-Salvaggi
15	Garron Moffett	\$19,665	\$25,737	100		Alec Seibold	Josh West
16	Carlos Colina	\$18,916	\$34,219		79.4	Daniel Pacheco	Beto Quintero
17	Brenda Giron Rangel	\$18,577	\$23,235		80.2	Stella Roznovan	Cohen-Velasquez
18	Michael Conner	\$18,390	\$24,996	87		Mark Dushaj	AO
19	Dulce Paz	\$18,333	\$23,062		76.0		Sabrina Lloyd
20	Aimee Olson	\$18,081	\$22,246	98		Daniel Zotter	Brett Gryska

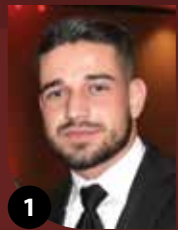
ALL TIME RECORDS: \$192,431 1st 6 Mo Agt — MORGAN EVANS | \$195,384 Net ALP — LINO STRUSSIONE

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Sean Taylor	\$530,395	\$601,090		83.8	Moriah Chandler	Henderson-Locker
*2	Jairo Cabrera Rojas	\$265,630	\$275,396	100			Richardson Latino Division
*3	Dalton Cassavoy	\$208,625	\$249,696	98		Mark Dushaj	AO
*4	Damaris Trejo	\$174,424	\$227,966	94		Zach Otto	Sabrina Lloyd
*5	Scott Urbanowicz	\$102,853	\$182,206	95		Moriah Chandler	Henderson-Locker
6	Maria La Cruz	\$99,221	\$111,116	100		Jose Aranguren	Richardson Latino Division
7	Melissa Grieb	\$94,029	\$134,663	98		Eno Iftiu	AO
8	Erald Tomorri	\$90,972	\$169,323	91		Arif Hajro	AO
9	Pedro Colls Nunez	\$85,463	\$89,444	100		Edgar Velasquez Romero	Richardson Latino Division
10	Chayson Williams	\$84,545	\$90,399		86.0	Darrell Asbell	AO
11	Aimee Olson	\$80,837	\$95,337	98		Daniel Zotter	Brett Gryska
12	Nancy Djendji	\$78,400	\$303,749	98		Nafic Djendji Abdel Khalek	Jesus Romero
13	Mariana Morales	\$77,577	\$115,822	97		Zach Otto	Sabrina Lloyd
14	Randy Tucker	\$77,307	\$212,530	98		Eno Iftiu	AO
15	Dulce Paz	\$77,097	\$128,218		76.0		Sabrina Lloyd
16	Alex Jankowski	\$75,797	\$202,207	96		Jonathan Rindt	Simon Arias
17	Jakob Terry	\$75,496	\$101,704	97		Spencer Kozelj	Simon Arias
18	Patrick Sullivan	\$74,545	\$155,068		75.9	Vincent Massari	Tommy Vena
19	Robert Burns	\$74,336	\$131,984	92		Daniel Prinzo	S-S-Parks-Salvaggi
20	Lyndee Peters-Hakim	\$74,009	\$74,009	97		Jessica Chang	AO

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

GENERAL AGENTS



1 JOZEF TINAJ
UTICA, MI



2 RODNEY WILLIAMS
RANCHO CUCAMONGA, CA



3 DANNY SOURÌ
SCHAUMBURG, IL



4 NORIS DOMINGUEZ RAMIREZ
HOUSTON, TX



5 JONATHAN COLLINS
JACKSON, MS



6 CARRINGTON HANNA
ONTARIO, CA



7 HAVIS ALVARADO
PLANO, TX



8 NOAH VONGUNDEN
WEXFORD, PA



9 JOSHUA MCTIER
AURORA, CO



10 DAVID FERRIOLO
WEXFORD, PA

APRIL

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jozef Tinaj	\$103,079	\$191,565		85.1	Mark Dushaj	AO
2	Rodney Williams	\$78,101	\$87,444		81.0	Darrell Asbell	AO
3	Danny Sourì	\$49,606	\$78,808		83.2	Zach Otto	Sabrina Lloyd
4	Noris Dominguez Ramirez	\$43,517	\$43,867	99		Nafic Djendji Abdel Khalek	Jesus Romero
5	Jonathan Collins	\$42,836	\$66,021		75.8	Victoria Lewis	Ernest Powell
6	Carrington Hanna	\$42,442	\$97,606		87.9	Eno Iftiu	AO
7	Havis Alvarado	\$41,948	\$92,699	91		Nairobi Contreras	Hemerson Gonzalez
8	Noah Vongunden	\$37,584	\$59,623	97		Spencer Kozelj	Simon Arias
9	Joshua Mctier	\$36,568	\$43,143		95.4	Matthew Turnquist	Richard Correa
10	David Ferriolo	\$36,330	\$43,473		77.7	John Catalano	Simon Arias
11	Arcelia Zizumbo	\$35,985	\$52,195		77.3	Stella Roznovan	Cohen-Velasquez
12	Jamie Beuschel	\$35,908	\$66,210	98		George Shafiek	Darcy Schrieber
13	Luis Barbaresco Garcia	\$35,422	\$34,431	100		Jose Aranguren	Richardson Latino Division
14	Lawrence Forgie	\$32,450	\$33,370	94		Brian Jerome	Tom Williams
15	Jonathan Ballard	\$31,723	\$42,287	97		Daniel Zotter	Brett Gryska
16	Herlin Celicourt	\$30,453	\$43,838	91		Jean M Joseph	Tom Williams
17	Leticia Irving	\$30,402	\$32,931	98			AO-Lorence
18	Jesse Barker	\$30,369	\$38,842		75.9	Michael Cirelli	Oldham-Moore
19	Dmitry Pendro	\$29,475	\$38,286	97		Joseph Crivelli	Simon Arias
20	Evelyn Leon-Perez	\$29,357	\$32,857	95		Yelineth Godoy Latuff	Fort Worth Latino Division

ALL TIME RECORDS: \$393,567 1st 6 Mo Agt — MEGAN JOHNSON | \$437,263 Net ALP — MEGAN JOHNSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Luis Barbaresco Garcia	\$643,897	\$655,552	100		Jose Aranguren	Richardson Latino Division
*2	Jozef Tinaj	\$363,758	\$928,991		85.1	Mark Dushaj	AO
*3	Carlos Frias Caraballo	\$362,537	\$396,093	96		Jose Aranguren	Richardson Latino Division
*4	Danny Sourì	\$307,737	\$488,924		83.2	Zach Otto	Sabrina Lloyd
*5	Frederik Diaz Mata	\$219,006	\$248,839	100		Helgi Bistochett Navarro	Richardson Latino Division
6	Bryce Engstrom	\$194,294	\$273,842	94		Brandon Minor	AO
7	Dmitry Pendro	\$190,711	\$247,248	97		Joseph Crivelli	Simon Arias
8	Mario Borino	\$179,738	\$270,851	94		Jonathan Rindt	Simon Arias
9	Francisco Morell	\$171,466	\$182,493	100		Edgar Velasquez Romero	Richardson Latino Division
10	Zachary Hager	\$166,853	\$322,662	95		Ian Zollos	S-S-Parks-Salvaggi
11	Rosmery Gomez Castillo	\$162,779	\$187,546	100		Edgar Velasquez Romero	Richardson Latino Division
12	Mathew Kahwaji	\$155,633	\$412,145	93		Eno Iftiu	AO
13	Kristi Basho	\$152,452	\$319,503	95		Arif Hajro	AO
14	Noah Vongunden	\$141,754	\$215,129	97		Spencer Kozelj	Simon Arias
15	Connor O'Donnell	\$141,607	\$338,851		81.4	Arturo Romero	S-S-Parks-Salvaggi
16	Havis Alvarado	\$141,322	\$309,133	91		Nairobi Contreras	Hemerson Gonzalez
17	Rodney Williams	\$140,378	\$197,460		81.0	Darrell Asbell	AO
18	Katie Stahulak	\$134,996	\$326,199		87.6		Sabrina Lloyd
19	Michael Maloney	\$131,502	\$221,192	97		Jonathan Rindt	Simon Arias
20	Noris Dominguez Ramirez	\$129,295	\$153,204	99		Nafic Djendji Abdel Khalek	Jesus Romero

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

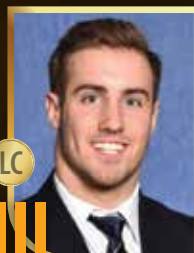
CATEGORIES I-XII



RYAN STENGLEIN
WAYZATA, MN



ARIF HAJRO
CORONA, CA



MARK BERNSDORFF
WEXFORD, PA



PAUL SAMRA
CONCORD, CA



BRODY MAUGHAN-EVANSON
WEXFORD, PA



ALBERTO ALCALA
MEDIA, PA



JESSICA CHANG
STEILACOOM, WA



PHI PHAN
SAN DIMAS, CA



KIMBERLY HAMILTON
ROCHESTER, NY



SLAVITA HUT
TULSA, OK



VERONICA COVAL
BILLERICA, MA



JONATHAN RINDT
WEXFORD, PA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Ryan Stenglein	27.7%	\$140,048	\$109,697	84.8	AO	
Zach Otto	15.1%	\$140,706	\$122,244	86.3	Sabrina Lloyd	
II Arif Hajro	48.0%	\$184,308	\$124,497	84.3	AO	
Joseph Tomanovich	29.2%	\$106,867	\$82,720	81.4	AO	
III Mark Bernsdorff	64.4%	\$119,401	\$72,650	79.6	Simon Arias	
Bruce Viaje	14.5%	\$102,053	\$89,119	79.8	AO	
IV Paul Samra	71.7%	\$108,932	\$63,451	85.6	Andrew McQuade	
Stella Roznovan	55.0%	\$133,024	\$85,799	80.1	Cohen-Velasquez	
Duni Olusegun	16.3%	\$85,909	\$73,893	84.5	Phillip Waisman	
V Brody Maughan-Evanson	98.2%	\$89,829	\$45,317	81.3	Simon Arias	
Bobby Park	52.2%	\$65,031	\$42,724	78.7	AO	
Joshua Dishong	43.7%	\$90,301	\$62,835	82.8	S-S-Bendure-Hartwig	
VI Alberto Alcalá	97.8%	\$124,093	\$62,739	74.1	Ryan Bisanz	
Nicholas Chuma	51.0%	\$68,912	\$45,627	82.4	S-S-Bendure-Hartwig	
Dustin Dunbar	43.9%	\$73,095	\$50,804	86.2	Dustin Venekamp	
VII Jessica Chang	69.0%	\$54,518	\$32,250	77.5	AO	
Stuart Pagan	59.4%	\$98,646	\$61,890	87.2	Mathew Hart	
Gabriela Sime	30.5%	\$54,688	\$41,903	74.9	Fisher-Zuzick	
VIII Phi Phan	150.0%	\$97,058	\$38,819	84.7	Desi Dimitrova	
Rielly Maher	47.0%	\$47,395	\$32,250	78.4	AO	
Antonino Taormina	32.0%	\$50,847	\$38,534	77.7	Brett Gryska	
IX Kimberly Hamilton	52.9%	\$55,845	\$36,523	83.5	Brett Gryska	
John Vacca	46.6%	\$62,326	\$42,508	75.1	Tommy Vena	
Elias Boles	31.6%	\$63,593	\$48,323	77.7	Gryska-Boles	
X Slavita Hut	143.2%	\$78,421	\$32,250	82.3	John Young	
Giovanni Diduro	136.4%	\$76,255	\$32,250	84.0	Brett Gryska	
Alec Seibold	93.3%	\$63,494	\$32,846	85.2	Josh West	
XI Veronica Coval	75.9%	\$60,110	\$34,182	80.1	Laura Fisher	
Alexis Pineiro	52.9%	\$53,556	\$35,032	81.5	Cohen-Velasquez	
Chris McFoy	46.3%	\$47,174	\$32,250	85.5	Andrew McQuade	
XII Jonathan Rindt	177.6%	\$89,527	\$32,250	85.2	Simon Arias	
Alon Barnur	89.9%	\$61,229	\$32,250	88.9	AO	
Justin Hermann	75.9%	\$56,713	\$32,250	77.4	Dustin Venekamp	

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Eno Iftiu	72.9%	\$1,522,079	\$880,477	85.8	AO	
Mark Neilson	26.1%	\$831,130	\$659,081	79.6	AO	
Chris La Fond	16.7%	\$675,766	\$578,876	82.1	AO	
II Arif Hajro	118.7%	\$1,288,647	\$589,221	84.3	AO	
Matthew Conrad	41.5%	\$709,176	\$501,087	84.9	S-S-Parks-Salvaggi	
Bobby Gujral	35.2%	\$715,803	\$529,584	82.1	AO	
III Mark Bernsdorff	50.1%	\$585,128	\$389,817	79.6	Simon Arias	
Bruce Viaje	20.9%	\$501,990	\$415,193	79.8	AO	
Jenny Kim	14.9%	\$485,765	\$422,869	79.3	AO	
IV Duni Olusegun	35.2%	\$426,825	\$315,618	84.5	Phillip Waisman	
Paul Samra	31.9%	\$422,818	\$320,661	85.6	Andrew McQuade	
Daniel Prinzo	20.8%	\$423,837	\$350,847	82.8	S-S-Parks-Salvaggi	
V Brody Maughan-Evanson	170.5%	\$771,330	\$285,168	81.3	Simon Arias	
Joshua Dishong	66.8%	\$455,206	\$272,957	82.8	S-S-Bendure-Hartwig	
Scott Wheeler	30.3%	\$352,480	\$270,431	90.9	Sattl-Kanaan	
VI Nicholas Chuma	79.1%	\$449,793	\$251,114	82.4	S-S-Bendure-Hartwig	
Alberto Alcalá	49.3%	\$375,528	\$251,479	74.1	Ryan Bisanz	
Brandon Summerton	46.3%	\$354,143	\$242,093	79.4	AO	
VII Jessica Chang	74.5%	\$375,389	\$215,097	77.5	AO	
Ashley Rust	51.8%	\$295,323	\$194,567	80.4	AO	
Stuart Pagan	29.8%	\$293,264	\$225,997	87.2	Mathew Hart	
VIII Phi Phan	86.2%	\$375,775	\$201,838	84.7	Desi Dimitrova	
Bobby Hamilton	51.7%	\$305,706	\$201,493	76.0	AO	
Joshua Goodman	29.6%	\$252,790	\$194,998	78.2	Richard Correa	
IX Kimberly Hamilton	65.3%	\$298,166	\$180,365	83.5	Brett Gryska	
Tami Chaimov	49.1%	\$276,563	\$185,526	82.6	Jamison Weatherspoon	
Kamal Tayyib	38.9%	\$252,281	\$181,653	80.5	Andrew McQuade	
X Alec Seibold	116.8%	\$279,688	\$129,000	85.2	Josh West	
Tomarus Burks	69.7%	\$276,243	\$162,739	76.9	Tom Williams	
Slavita Hut	56.4%	\$264,379	\$169,063	82.3	John Young	
XI Conor Markins	95.3%	\$283,246	\$145,067	83.8	Simon Arias	
Veronica Coval	67.3%	\$247,604	\$148,039	80.1	Laura Fisher	
Alexis Pineiro	44.0%	\$203,325	\$141,184	81.5	Cohen-Velasquez	
XII Jonathan Rindt	301.9%	\$546,864	\$136,070	85.2	Simon Arias	
Alon Barnur	125.6%	\$301,329	\$133,541	88.9	AO	
Justin Hermann	84.7%	\$248,138	\$134,372	77.4	Dustin Venekamp	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

CATEGORIES XIII-XX & ROOKIE



XIII
NAKITA FORTIN
METAIRIE, LA



XIV
ADAM SCHAEFER
COON RAPIDS, MN



XV
JOHN CATALANO
WEXFORD, PA



XVII
WALTER ICAZA
MIAMI, FL



XIX
FRANCESCA VELTRI
EDISON, NJ



Rookie
MORIAH CHANDLER
ALTAMONTE SPRINGS, FL

APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Nakita Fortin	88.5%	\$60,807	\$32,250	86.6	86.6	Denis-Michael Catalano
Gary Slocum	50.1%	\$48,392	\$32,250	79.3	79.3	Desi Dimitrova
Jesus Parra	37.4%	\$44,307	\$32,250	82.2	82.2	Cohen-Velasquez
XIV Adam Schaefer	51.6%	\$48,893	\$32,250	76.3	76.3	Chad Deley
XV John Catalano	59.4%	\$51,421	\$32,250	80.3	80.3	Simon Arias
Alexandra Longo	39.0%	\$44,821	\$32,250	92.8	92.8	Hart-Lewicki
XVII Walter Icaza	165.7%	\$85,704	\$32,250	87.0	87.0	Beto Quintero
Aaron Friedlander	10.9%	\$35,766	\$32,250	90.8	90.8	Steve Friedlander
XIX Francesca Veltri	21.7%	\$39,255	\$32,250	80.7	80.7	Giglione-Ackerman

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

APRIL ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	523.2%	\$168,743	\$32,250	247,314	84.5	84.5	Henderson-Locker
Mark Dushaj	429.4%	\$138,473	\$32,250	403,053	84.4	84.4	AO
Elvis Cartaya	156.9%	\$50,591	\$32,250	72,404	96	96	AO
Derek Johnson	153.1%	\$49,372	\$32,250	71,612	83.6	83.6	Cohen-Velasquez
Nairobi Contreras	130.1%	\$41,948	\$32,250	92,353	75.6	75.6	Hemerson Gonzalez
Spencer Kozej	123.5%	\$39,837	\$32,250	97,184	90	90	Simon Arias
Tucker Gregor	120.6%	\$38,894	\$32,250	59,424	97	97	West-Moody
Joseph Crivelli	115.7%	\$37,324	\$32,250	117,326	95	95	Simon Arias
Tyler Church	114.3%	\$36,854	\$32,250	57,668	76.1	76.1	Moore-DeFurio
Luis Velasquez	111.0%	\$35,801	\$32,250	63,403	82.6	82.6	Jesus Romero

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Nakita Fortin	78.2%	\$229,879	\$129,000	86.6	86.6	Denis-Michael Catalano
Gary Slocum	63.0%	\$210,285	\$129,000	79.3	79.3	Desi Dimitrova
Adrienne Bragas	51.2%	\$195,060	\$129,000	82.3	82.3	AO
XIV Magda Figueiredo	37.5%	\$177,378	\$129,000	83.5	83.5	Giglione-Ackerman
Cody Gardner	35.6%	\$174,928	\$129,000	81.2	81.2	Albert Serur
Hasan Ghazal	28.8%	\$166,125	\$129,000	85.4	85.4	Satti-Kanaan
XV Alexandra Longo	42.2%	\$183,408	\$129,000	92.8	92.8	Hart-Lewicki
John Catalano	22.8%	\$158,401	\$129,000	80.3	80.3	Simon Arias
XVI John Collins	15.5%	\$149,046	\$129,000	79.3	79.3	AO
Nabil Atallah	14.9%	\$148,259	\$129,000	81.1	81.1	Giglione-Ackerman
XVII Walter Icaza	84.0%	\$237,365	\$129,000	87.0	87.0	Beto Quintero
XIX Francesca Veltri	31.3%	\$169,327	\$129,000	80.7	80.7	Giglione-Ackerman

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Moriah Chandler	495.7%	\$639,447	\$129,000	893,286	84.5	84.5	Henderson-Locker
Edgar Velasquez Romero	365.2%	\$471,074	\$129,000	500,725	99	99	Richardson Latino Division
Mark Dushaj	364.8%	\$470,655	\$129,000	1,812,083	84.4	84.4	AO
Joseph Crivelli	278.2%	\$358,931	\$129,000	636,295	95	95	Simon Arias
Jose Aranguren	255.9%	\$330,055	\$129,000	358,107	97	97	Richardson Latino Division
Adianeza Rodriguez	162.1%	\$209,158	\$129,000	221,119	75.4	75.4	Hemerson Gonzalez
Nafic Djendji Abdel Khalek	157.5%	\$203,184	\$129,000	625,659	75.8	75.8	Jesus Romero
Spencer Kozej	147.3%	\$189,990	\$129,000	439,199	90	90	Simon Arias
Elvis Cartaya	129.0%	\$166,380	\$129,000	227,515	96	96	AO
Nairobi Contreras	120.3%	\$155,240	\$129,000	334,573	75.6	75.6	Hemerson Gonzalez

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

CATEGORIES I-VIII



MARIO HAJRO
SAN CLEMENTE, CA



TAULANT BANE
PHOENIX, AZ



JOSEPH TOMANOVICH
LAS VEGAS, NV



MARK DUSHAJ
WASHINGTON, MI



JOE LEWO
ALTAMONTE SPRINGS, FL



TYLER BOULDEN
INDIANAPOLIS, IN



JESSICA CHANG
STEILACOOM, WA



GARY SLOCUM
SAN DIMAS, CA

LC = 2022 MGA/RGA Leadership Council Member

Spotlight recognizes the top three Regional General Agents in Categories I-XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I-XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	46.4%	\$865,611	\$591,244		84.8	AO
David Carpenter	16.2%	\$294,367	\$253,309		79.8	Dustin Venekamp
II Taulant Bane	16.8%	\$167,543	\$143,428		80.7	Dustin Venekamp
Brody Maughan-Evanson	12.6%	\$192,108	\$170,551		79.0	Simon Arias
III Joseph Tomanovich	27.5%	\$156,475	\$122,682		80.8	AO
IV Mark Dushaj	84.3%	\$400,840	\$217,522		84.0	AO
Jeffrey Espinal	36.3%	\$211,521	\$155,209		76.9	Theodore Pappas
Meaghan Krecsko	10.8%	\$164,985	\$148,923		83.2	AO
V Joe Lewo	117.6%	\$245,675	\$112,889		83.4	Henderson-Locker
Arif Hajro	67.4%	\$201,021	\$120,084		84.3	AO
Gregory Rudolph	52.3%	\$153,900	\$101,047		79.5	Simon Arias
VI Tyler Boulden	73.3%	\$187,697	\$108,326		85.8	Josh West
Mark Bernsdorff	67.1%	\$147,336	\$88,169		79.2	Simon Arias
Cody Gardner	18.3%	\$133,454	\$112,816		80.0	Albert Serur
VII Jessica Chang	85.7%	\$83,969	\$45,211		81.6	AO
Jake Yagjian	72.4%	\$159,449	\$92,511	92		Albert Serur
David Quevillon	57.4%	\$133,599	\$84,903		84.8	Mathew Hart
VIII Gary Slocum	147.3%	\$151,941	\$61,437		81.8	Desi Dimitrova
Paul Samra	67.8%	\$103,988	\$61,968		85.6	Andrew McQuade
Daniel Prinzo	29.9%	\$89,880	\$69,169		82.8	S-S-Parks-Salvaggi

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	92.5%	\$4,961,701	\$2,576,941		84.8	AO
Mark Neilson	17.2%	\$2,794,266	\$2,383,985		80.3	AO
Bobby Gujral	13.8%	\$1,969,420	\$1,730,225		81.7	AO
II Matthew Diulus	31.6%	\$1,363,689	\$1,036,037		76.7	Simon Arias
Eric Thompson	28.1%	\$1,378,835	\$1,076,130		81.3	S-S-Parks-Salvaggi
Kimberly Hamilton	18.8%	\$1,178,558	\$991,752		80.8	Brett Gryska
III Eno Iftiu	72.9%	\$1,520,890	\$879,396		85.8	AO
Scott Wheeler	25.4%	\$1,004,351	\$800,827		85.1	Satti-Kanaan
IV Mark Dushaj	163.1%	\$1,812,926	\$688,992		84.0	AO
Andrew Bishop	26.5%	\$955,792	\$755,363		86.7	AO
Astrid Castrillon	25.0%	\$833,193	\$666,694		74.8	Hemerson Gonzalez
V Arif Hajro	111.1%	\$1,340,864	\$635,201		84.3	AO
Bobby Hamilton	51.9%	\$899,468	\$591,978		77.5	AO
Joe Lewo	43.5%	\$868,986	\$605,745		83.4	Henderson-Locker
VI Chase Miller	97.6%	\$847,506	\$428,949		81.0	S-S-Bendure-Hartwig
Tyler Boulden	83.3%	\$750,190	\$409,304		85.8	Josh West
Mark Bernsdorff	42.1%	\$684,206	\$481,361		79.2	Simon Arias
VII Jessica Chang	118.0%	\$800,226	\$367,104		81.6	AO
Chris La Fond	58.7%	\$669,292	\$421,619		82.0	AO
John Santosuosso	51.5%	\$590,730	\$389,955		80.3	Brett Gryska
VIII Gary Slocum	77.4%	\$630,513	\$355,459		81.8	Desi Dimitrova
Daryl Graham	65.2%	\$527,495	\$319,361		78.5	S-S-Parks-Salvaggi
David Rigney	43.5%	\$459,706	\$320,417		81.3	Kevin Holtz

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

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REGIONAL GENERAL AGENTS *continued*

CATEGORIES IX–XVI

IX

SLAVITA HUT
TULSA, OK

X

NICHOLAS CHUMA
COLUMBUS, OH

XI

PHI PHAN
SAN DIMAS, CA

XII

GIOVANNI DIDURO
ROCHESTER, NY

XIII

JAMES MARKS
WEXFORD, PA

XIV

ADAM SCHAEFER
COON RAPIDS, MN

XV

KADE BECK
BATON ROUGE, LA

XVI

JOSEPH CRIVELLI
WEXFORD, PA

= 2022 MGA/RGA Leadership Council Member

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APRIL

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Slavita Hut	84.7%	\$104,142	\$56,370		83.7	John Young
Dustin Dunbar	64.7%	\$91,738	\$55,705		86.0	Dustin Venekamp
William Parmeter	28.8%	\$77,449	\$60,142		81.5	Brett Gryska
X Nicholas Chuma	88.6%	\$80,797	\$42,831		82.4	S-S-Bendure-Hartwig
Jesse Doherty	45.2%	\$73,534	\$50,642		76.4	AO
Stella Roznovan	41.9%	\$133,683	\$94,208		79.9	Cohen-Velasquez
XI Phi Phan	148.7%	\$96,549	\$38,819		84.7	Desi Dimitrova
Rielly Maher	52.4%	\$49,142	\$32,250		77.1	AO
Peter Gabranski	40.9%	\$79,348	\$56,307		82.2	Albert Serur
XII Giovanni Diduro	118.8%	\$70,557	\$32,250		84.0	Brett Gryska
David Bilotti	49.8%	\$52,192	\$34,833		85.4	Corey Neff
Daniel Zotter	49.5%	\$75,065	\$50,201		77.8	Brett Gryska
XIII James Marks	153.4%	\$100,553	\$39,685		83.4	Simon Arias
Brandon Schwed	111.8%	\$68,290	\$32,250	92		Kevin Holtz
Alon Barnur	89.9%	\$61,229	\$32,250		88.7	AO
XIV Adam Schaefer	53.7%	\$49,576	\$32,250		75.9	Chad Deley
Aaron Friedlander	52.6%	\$49,226	\$32,250		88.5	Steve Friedlander
Richard Whyte	26.1%	\$40,679	\$32,250		75.6	AO
XV Kade Beck	49.5%	\$48,220	\$32,250		76.3	Brian Schreiter
XVI Joseph Crivelli	263.8%	\$117,326	\$32,250	95		Simon Arias
Elvis Cartaya	124.5%	\$72,404	\$32,250	96		AO
Tucker Gregor	88.0%	\$60,629	\$32,250	98		West-Moody

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Jean M Joseph	33.4%	\$358,112	\$268,489		77.8	Tom Williams
Slavita Hut	33.2%	\$393,409	\$295,244		83.7	John Young
William Parmeter	24.3%	\$352,722	\$283,769		81.5	Brett Gryska
X Nicholas Chuma	97.5%	\$474,892	\$240,448		82.4	S-S-Bendure-Hartwig
Stella Roznovan	63.3%	\$390,608	\$239,264		79.9	Cohen-Velasquez
Jeffrey A Smith	51.3%	\$379,952	\$251,141		80.1	Simon Arias
XI Phi Phan	84.4%	\$372,189	\$201,838		84.7	Desi Dimitrova
Justin Hermann	57.7%	\$349,686	\$221,685		75.3	Dustin Venekamp
Nicole Preston	45.7%	\$316,072	\$216,931		81.3	Kris Thieme
XII Daniel Zotter	59.3%	\$288,932	\$181,338		77.8	Brett Gryska
Giovanni Diduro	44.8%	\$241,909	\$167,021		84.0	Brett Gryska
Daniel Orr	41.6%	\$238,022	\$168,037		82.5	Satti-Kanaan
XIII James Marks	270.6%	\$574,261	\$154,965		83.4	Simon Arias
Brandon Schwed	221.6%	\$414,902	\$129,000	92		Kevin Holtz
Alon Barnur	119.7%	\$301,329	\$137,129		88.7	AO
XIV Ross Ewen	19.0%	\$171,192	\$143,912		81.9	Kevin Holtz
Richard Whyte	17.4%	\$151,448	\$129,000		75.6	AO
XV Kade Beck	63.3%	\$210,594	\$129,000		76.3	Brian Schreiter
Steve Bryant	62.7%	\$209,913	\$129,000	89		Kevin Holtz
Kingsley Ibeh	42.7%	\$184,044	\$129,000		79.4	Dustin Venekamp
XVI Joseph Crivelli	393.3%	\$636,295	\$129,000	95		Simon Arias
Raymond Risucci	274.2%	\$482,690	\$129,000	84.0		Moore-Defurio
Tucker Gregor	88.7%	\$243,376	\$129,000	98		West-Moody

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CATEGORIES I-VII



DUSTIN VENEKAMP



MATHEW HART



SATTI-KANAAN



JOSH WEST



TOMMY VENA



GIDDENS-GIDDENS



WEST-MOODY

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I-XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

APRIL

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Dustin Venekamp	100.7	\$538,782	\$535,200		80.5	14.6
II Mathew Hart	98.4	\$431,902	\$438,900		82.7	32.9
Beto Quintero	101.9	\$527,143	\$517,100		83.7	28.7
Brett Gryska	104.6	\$573,457	\$548,500		82.0	13.9
S-S-Bendure-Hartwig	87.5	\$376,295	\$430,000		83.7	5.9
Henderson-Locker	89.8	\$417,622	\$465,000		78.9	5.0
Cohen-Velasquez	94.4	\$467,973	\$495,600		82.8	4.4
III Satti-Kanaan	93.2	\$382,517	\$410,300		84.9	5.7
IV Josh West	122.6	\$340,100	\$277,500		86.5	29.0
Albert Serur	108.4	\$343,442	\$316,900		79.9	24.4
Andrew McQuade	125.2	\$308,438	\$246,300		83.4	23.2
V Tommy Vena	123.0	\$249,845	\$203,100		75.5	23.0
VI Giddens-Giddens	62.9	\$124,625	\$198,200		78.5	53.7
Ryan Bisanz	103.3	\$220,647	\$213,600		74.0	10.3
VII West-Moody	92.7	\$114,357	\$123,400	97		10.0
Jose Carvajal	89.0	\$126,235	\$141,900		78.4	8.3

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I S-S-Parks-Salvaggi	96.2	\$6,030,491	\$6,271,600		82.3	10.4
Sabrina Lloyd	94.0	\$2,184,399	\$2,324,400		81.5	7.6
Simon Arias	95.7	\$7,395,231	\$7,728,800		78.7	4.5
AO	87.4	\$24,315,966	\$27,834,400		81.9	2.2
II S-S-Bendure-Hartwig	109.7	\$2,425,565	\$2,212,000		83.7	27.4
Beto Quintero	101.4	\$1,843,596	\$1,818,500		83.7	19.6
Mathew Hart	94.9	\$1,473,979	\$1,553,400		82.7	13.9
Brett Gryska	92.6	\$2,418,372	\$2,611,000		82.0	5.1
Cohen-Velasquez	89.8	\$1,908,900	\$2,125,800		82.8	2.3
III Darcy Schrieber	68.7	\$662,828	\$964,300	96		18.9
Satti-Kanaan	101.2	\$1,563,483	\$1,544,300		84.9	16.0
IV Andrew McQuade	131.6	\$1,296,406	\$985,200		83.4	45.2
Josh West	118.6	\$1,300,894	\$1,096,800		86.5	33.3
Philip Prata	98.1	\$966,216	\$985,200		80.5	22.7
Tom Williams	91.6	\$1,331,603	\$1,453,500		77.6	5.8
V Cindy Furer	102.4	\$906,875	\$885,600		76.6	14.9
Tommy Vena	101.4	\$899,716	\$887,100		75.5	12.8
VI Giddens-Giddens	101.5	\$671,606	\$661,400		78.5	38.9
Ryan Bisanz	115.6	\$835,956	\$723,300		74.0	30.0
Slav Bitman	91.7	\$736,602	\$803,600		85.5	2.8
VII Fisher-Zuzick	118.4	\$516,323	\$435,900		76.6	31.9
Kevin Holtz	113.0	\$667,470	\$590,600		80.8	16.6
Denis-Michael Catalano	105.7	\$584,940	\$553,400		79.7	16.0
Jose Carvajal	92.3	\$476,404	\$516,300		78.4	7.8

CATEGORIES VIII–XIII



VIII
DESI DIMITROVA




IX
HART-LEWICKI



X
JOHN YOUNG



XI
JEREMY RIVERS




XII
WILLIAMS-AKINADE






XIII
MOORE-DEFURIO

EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I–XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I–XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD *Spotlight* number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

TOP % OF NET ALP OBJ ▶

MOORE-DEFURIO
Category XIII
298.5



DESI DIMITROVA
Category VIII
200.6



JOHN YOUNG
Category X
152.9

APRIL

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Desi Dimitrova	200.6	\$180,162	\$89,800		81.8	161.0
Tiffany Wagner	97.9	\$121,250	\$123,800		83.3	44.9
Saavedra-Longino	84.8	\$122,901	\$145,000		80.7	8.4
IX Hart-Lewicki	104.1	\$75,977	\$73,000		79.4	31.4
AO-Lorence	120.8	\$109,314	\$90,500		80.7	8.2
X John Young	152.9	\$105,994	\$69,300		84.1	73.3
Mark Beckford	127.4	\$95,072	\$74,600		79.5	71.5
XI Jeremy Rivers	77.7	\$28,754	\$37,000		74.7	0.6
XII Williams-Akinade	96.0	\$38,311	\$39,900	89		40.2
Nicole Sanders	68.8	\$25,460	\$37,000		85.8	30.4
John Sparby	39.0	\$14,426	\$37,000		78.8	9.2
XIII Moore-DeFurio	298.5	\$110,463	\$37,000		95	N/A
Capozucca-H-W	147.4	\$54,987	\$37,300		93	24.1
Gonzalez-Vena-Serur	100.3	\$37,119	\$37,000		93	N/A
Myaa Fallon	90.8	\$33,581	\$37,000		92	N/A

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Desi Dimitrova	118.6	\$735,626	\$620,200		81.8	38.8
Tiffany Wagner	98.5	\$518,923	\$526,700		83.3	19.6
Saavedra-Longino	86.0	\$415,772	\$483,700		80.7	2.0
IX Hart-Lewicki	124.4	\$393,397	\$316,300		79.4	46.1
Oldham-Moore	104.3	\$552,525	\$529,600		77.2	11.0
AO-Lorence	98.7	\$392,425	\$397,400		80.7	6.7
X John Young	127.5	\$408,072	\$320,100		84.1	46.3
Mark Beckford	100.9	\$329,750	\$326,900		79.5	20.0
Kris Thieme	92.5	\$318,760	\$344,700		78.4	1.8
XI Jeremy Rivers	90.2	\$144,896	\$160,600		74.7	6.6
Gabriel Feldmann	85.5	\$179,096	\$209,500		82.2	0.1
XII Nicole Sanders	80.2	\$118,700	\$148,000		85.8	46.0
Williams-Akinade	119.2	\$252,803	\$212,100	89		43.0
Williams-Musso	97.5	\$397,543	\$407,800	92		15.1
XIII Moore-DeFurio	310.6	\$459,707	\$148,000		95	N/A
Almeida-Graham	114.6	\$169,621	\$148,000	89		106.2
Adel Al Choufi Naim	102.6	\$168,541	\$164,300	90		56.6
Michael Barlettano	95.2	\$140,842	\$148,000	93		N/A

CATEGORY I



1
BRENDA DI SOMMA
SOMERSET, NJ



2
DAVID SCALISI
MANLIUS, NY



1
KATHY PAPPAS
ROSLYN HARBOR, NY



2
JANIS PITTS
MOORINGSPOUT, LA

CATEGORY III

CATEGORY IV



1
IRENE RURYCZ
PARMA, OH



2
VIVIAN DWYER
HARTFIELD, VA

CATEGORY V



1
DONNA ALTSHUE
NORMAL, IL

CATEGORY VI



1
TOMMY FLYNN
SPOKANE, WA



2
BRETT HULME
POOLER, GA

CATEGORY VII



1
LOU NELL BUSBY
HENDERSON, TN



2
CHAS ROBINSON
OTTAWA, ON

CATEGORY VIII



1
RYAN GREGOLI
BRONX, NY



2
DINA WALLS
HAZEL CREST, IL

FIRST SIGNED TG



1
JOHN WILLIAMS
WAKEFIELD, NY

TOP MANAGERS

CATEGORY II



1
TAMI WILLIAMS
WESTFIELD, IN

CATEGORY III



1
STEPHANIE BAUMANN
SPOKANE, WA

INDIVIDUAL REPS: APRIL

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Brenda Di Somma	2,685	2,272	118.2%
	2	David Scalisi	1,358	1,217	111.6%
III	1	Kathy Pappas	5,442	846	643.0%
	2	Janis Pitts	1,995	920	216.8%
	3	Anna Guido Rohrer	1,569	1,006	155.9%
IV	1	Irene Rurycz	1,688	704	239.9%
	2	Vivian Dwyer	1,332	766	174.0%
	3	Michael Cooper	1,389	800	173.8%
V	1	Donna Altshue	833	583	143.0%
	2	Tommy Flynn	1,294	550	235.3%
VI	1	Brett Hulme	1,125	550	204.6%
	2	Crystal Senour	1,122	550	204.0%
	3	Lou Nell Busby	1,025	550	186.3%
VII	1	Chas Robinson	952	550	173.1%
	2	Barbara Rabelo	852	550	154.9%
	3	Ryan Gregoli	2,736	550	497.5%
VIII	1	Dina Walls	1,336	550	242.8%
	2	Alisha Anderton	767	550	139.5%
	Rookie 1	Ryan Gregoli	2,736	550	497.5%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	David Scalisi	6,960	4,867	143.0%
	*1	Rona Pileggi Spano	6,572	4,378	150.1%
II	2	Cindy Kunce	5,201	4,800	108.4%
	3	Robin Andrade	4,686	4,846	96.7%
	*1	Kathy Pappas	9,037	3,385	266.9%
III	2	Al Wall	8,841	3,735	236.7%
	3	Anna Guido Rohrer	6,616	4,024	164.4%
	*1	Cas Robinson	8,675	2,977	291.4%
IV	2	Irene Rurycz	4,063	2,816	144.3%
	3	Amanda Cross	3,660	2,968	123.3%
	*1	Noel Robbins	2,708	2,404	112.7%
V	2	Steve Orcherton	3,034	2,803	108.2%
	3	Mark Flemm	2,239	2,294	97.6%
	*1	Erica Dalager	2,845	2,258	126.0%
VI	2	Tommy Flynn	2,623	2,200	119.2%
	3	Dee Hettinger	2,595	2,246	115.5%
	*1	Lou Nell Busby	3,929	2,200	178.6%
VII	2	Chas Robinson	3,654	2,200	166.1%
	3	Brian Ryan	2,803	2,200	127.4%
	*1	Ryan Gregoli	8,835	2,200	401.6%
VIII	2	Tori Snowden	3,799	2,200	172.7%
	3	Celia O'Dell	2,716	2,200	123.5%

ALL TIME RECORD: 61,879 Cards DENISE BOWYER

MANAGERS: APRIL

Category	Rank	Manager	Cards	Obj	% Obj
II	1	Tami Williams	10,717	5,400	198.5%
	2	Beth Farm	5,728	4,820	118.8%
III	1	Stephanie Baumann	5,653	4,403	128.4%
	2	Lisa Johnson	2,718	2,498	108.8%

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	JT Tasker	37,221	24,926	149.3%
	*1	Tami Williams	32,266	21,598	149.4%
II	2	Judy Spade	24,072	21,506	111.9%

MOST ORIGINAL CARDS GENERATED: YTD



1
AL WALL
HOLLAND LANDING, ON

1 AL WALL
4,158

2 KATHY PAPPAS
3,602

3 CAS ROBINSON
3,326

GC = 2022 PR Growth Council Member

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 6,00 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 90% of Growth objective.

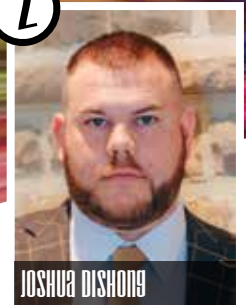
WORLD'S GREATEST BONUS

1



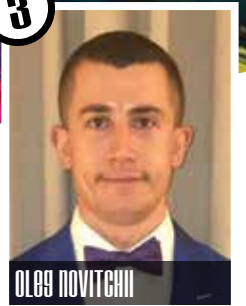
FELICIA STEELE
\$40,213
AO

2



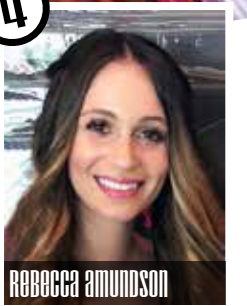
JOSHUA DISHONG
\$23,822
S-S-Bendure-Hartwig

3



OLEG NOVITCHII
\$21,858
S-S-Parks-Salvaggi

4



REBECCA AMUNDSON
\$21,567
Simon Arias

5



ROGER FUNG
\$19,731
Mathew Hart

APRIL BONUS LEADERS

PAYOUT: \$2,624,005

QUALIFIERS: 3,327

- \$ 40,213 Felicia Steele
- 23,822 Joshua Dishong
- 21,858 Oleg Novitchii
- 21,567 Rebecca Amundson
- 19,731 Roger Fung
- 17,926 Duni Olusegun
- 16,919 Daniel Paravisini
- 16,806 Nikolla Lulgjuraj
- 15,210 Carmen Arroyo
- 14,345 Marshall Fernandez
- 14,190 Firat Ucar
- 12,421 Michael van Delft
- 12,218 Braydon Cameron
- 11,993 Damon Stroup
- 11,694 Nancy Djendji
- 11,517 Spencer Stoyer
- 11,190 Kaelan Muscara
- 10,735 Michael Lewo
- 9,094 Aref Sayegh
- 8,746 Scott Urbanowicz
- 8,617 Scott Whitford
- 8,553 VaShawn Nelson
- 8,542 Alessandro Succurro
- 7,912 Kristi Basho
- 7,421 Steffanie Sainato
- 7,233 Lamina Diakhate
- 7,158 Lily Sakai
- 7,011 Joachim Jean
- 6,887 Emily Rogers
- 6,815 Yelitza Dominguez
- 6,734 Connor Meakins
- 6,653 Ala Awad
- 6,538 Peter Gabranski
- 6,434 Brandon Neal
- 6,269 Gary Slocum
- 6,222 Breana Noggles
- 6,219 Spencer Kozej
- 6,131 Viktorious Dugan
- 6,054 Bryan Stoddard
- 5,975 Anthony Ferguson
- 5,940 Alon Barnur
- 5,917 Tyler McKnight
- 5,805 Bryan Juskiw
- 5,750 Andrew Chambers
- 5,649 Todd Krupa
- 5,557 Roydon Riki

- \$ 5,550 Christian Gojcaj
- 5,526 Michelle Scourtos
- 5,377 Henry Jacobs
- 5,361 Ashley Mysza
- 5,276 David Rigney
- 5,219 Amanda Harris
- 5,219 Chris Anderson
- 5,121 Dominick Nieves
- 5,067 Nathan Labranche
- 5,030 Noor Musleh
- 5,021 Christina Salvatore
- 4,991 Stefani Miller
- 4,981 Sean Taylor
- 4,944 Edward Leon
- 4,785 Sarah Saleim
- 4,782 Justin Neal
- 4,749 Chilynn Acevedo
- 4,722 Fatima Mashriqi
- 4,718 Ian Patterson
- 4,612 Ervin Metaj
- 4,588 Max Quasem
- 4,580 Austen Oakes
- 4,580 Alex Jankowski
- 4,580 Samuel Holden
- 4,557 Ladan Rahbary
- 4,464 Michele Faul
- 4,455 Damian Woods
- 4,409 Patrice Charles
- 4,365 Dana Martin
- 4,361 Phi Phan
- 4,359 Gage Harrington
- 4,308 Dillon Zartman
- 4,299 Ellen Tuttle
- 4,282 Alexandra Longo
- 4,270 Joey Kennedy
- 4,268 Muhammad Mansoor
- 4,255 Herlin Celicourt
- 4,248 Donald Wolak
- 4,240 Gordon Biggums
- 4,237 Christopher Rives
- 4,192 Michael Ellis
- 4,149 Muhammed Ashraf
- 4,129 Arturo Romero
- 4,086 Sasha Oakes

- \$ 4,070 Jessica Yates
- 4,042 Jeffrey Watson
- 4,010 Kurt Evans
- 3,977 Anne Banco
- 3,976 Brock Lampe
- 3,967 Shane Havel
- 3,961 Luis Soriano
- 3,939 Lindsay Staffieri
- 3,931 Hilsy Perez
- 3,931 Brandon Bennett
- 3,924 Sallie Grayson
- 3,911 Kasali Kotun
- 3,898 Ryan Vance
- 3,869 Cody Dubroy
- 3,849 Javier Diaz
- 3,826 Richard Tabanji
- 3,801 Michael Stuver
- 3,791 Malik Blair
- 3,784 Ian Pickett
- 3,747 Matthew Code
- 3,685 Blair Sheppard
- 3,652 Deanna Olson
- 3,642 Epifania Segovia Barreto
- 3,611 Ashley Rust
- 3,605 Justin Adams
- 3,576 Pablo Solis
- 3,576 Ahmad Aqel
- 3,574 Monica De Nobrega
- 3,539 Connor Cook
- 3,536 Tina Janti
- 3,514 Kevin Musai
- 3,492 Charles Nacovsky
- 3,483 Nick Scordos
- 3,475 Hala Herbali
- 3,468 Trevor Bailey
- 3,459 Joseph Michelin
- 3,446 Harun Ali
- 3,433 Mike Reed
- 3,391 Juan Nunez
- 3,366 Staci Brown
- 3,350 Panaris Bregu
- 3,350 Kristie Wagner
- 3,344 Anthony Messana
- 3,318 Michele Stewart
- 3,271 Hans Klink

- \$ 3,220 Alex Miller
- 3,206 Tyrese Holland
- 3,188 Matthew Zang
- 3,183 Rosa Colmenares Borrego
- 3,163 Kyle Swanson
- 3,154 Maria Ronso Blanco
- 3,128 Jeannieliza Solis
- 3,115 Troy Plummer
- 3,093 Lindsey Gilbert
- 3,076 Angelo Luciano
- 3,060 Nicholas Beyer
- 3,059 Jessica Davis
- 3,041 Jino Cusidor Portero
- 3,032 Gunnar Jorstad
- 3,026 Agnieszka Kuspier
- 3,025 Derrick Mason
- 3,005 Vanessa Suiter
- 2,978 Bryce Engstrom
- 2,911 Mackenzie Burchett
- 2,899 Salaur Khorrami
- 2,869 Jorge Toribio
- 2,840 David Melendrez
- 2,838 Jasmine L Walker
- 2,823 Leonard Pataca
- 2,816 Susana Vargas
- 2,816 Carlos Navas
- 2,814 Cameron Ontko
- 2,797 Jeffrey Hall
- 2,787 Mandale Tolefree
- 2,777 Tabitha McDermid
- 2,743 Stephanie Olsen
- 2,738 DeAnthony Hartman
- 2,731 Jabari Thompson
- 2,727 Meagan Payne
- 2,696 Taj Tumber
- 2,691 Carly Ferraro
- 2,690 Meardey Kim
- 2,684 Jean Kelly
- 2,682 Leonardo Alsina
- 2,679 Troy Henderson
- 2,670 Jose Cuellar

- \$ 2,668 Farnaz Fotovat Ahmadi
- 2,659 Michael Battaglio
- 2,658 Ashlynn Orng
- 2,650 Asiguy Haugabook
- 2,648 Vanessa Rodriguez
- 2,629 Basilio Timacos
- 2,619 Daniel Li
- 2,615 Erald Tomorri
- 2,609 Pa Aliu Kasseh
- 2,607 Franko Piccoli
- 2,596 Ana Vasquez Gomez
- 2,565 Samuel Marzula
- 2,535 Cheryl Mendoza
- 2,513 Patrick Locke
- 2,508 Heccy Rivas
- 2,507 Alyssa Libby
- 2,500 Nathan Hunt
- 2,496 Zackarea Hakim
- 2,491 Alex Smith
- 2,487 Kathleen Mezik
- 2,485 Dan Devries
- 2,478 Austin Macias
- 2,455 Rovena Lulgjuraj
- 2,454 Christopher Smith
- 2,452 Cleopatra Sola
- 2,435 Kristopher Bour
- 2,416 Mama Atetu
- 2,416 Sean Merritt
- 2,414 Joseph Cammarata
- 2,402 Sara Hart
- 2,395 John Wasserman
- 2,386 Jordan Bayles
- 2,381 Matthew Russell
- 2,379 Daniela Rangel
- 2,376 Catherine Braund-Pereira
- 2,368 Richard Carter
- 2,358 Joseph Sarasin
- 2,357 William Benline
- 2,353 Christopher Larsen
- 2,351 Kelly Nelson
- 2,350 LaToya Clark
- 2,350 Magaly Una
- 2,343 Sharon Potter
- 2,336 Donald Lewis

- \$ 2,330 Kashala Guiden
- 2,330 Mario Morillo
- 2,322 Liam Hook
- 2,321 Shelby Hill
- 2,318 Veronica Acurero
- 2,306 Richard Sidoti
- 2,280 Adem Abdula
- 2,262 Olaniyen Eaglin
- 2,261 Sione Maumau
- 2,256 Christina Pinnock
- 2,256 Jenny Alvarez
- 2,253 Rachael Glamp
- 2,249 Sarah Kettle
- 2,211 Kettia Simon
- 2,198 Lynn Jenkins
- 2,188 Jordon Graham
- 2,180 Yulette Mompoin
- 2,174 Tanner West
- 2,173 Mario Andres Chavez
- 2,170 Alan Sedaghat
- 2,167 Eric Markland
- 2,166 Alaska Jimenez
- 2,162 Dina Boghdady
- 2,154 Daniel Taurisani
- 2,154 Tyler Teague
- 2,138 Nathan Gay
- 2,137 Mohamad Awdi
- 2,137 Andrea Schmitt
- 2,133 Kyle Baggett
- 2,132 Roberto Villareal
- 2,123 Susan daCruz
- 2,121 Michael Hutchinson
- 2,120 Colby Fox
- 2,117 Gerardo Gonzalez
- 2,114 Ashley Gamache
- 2,111 Daniel Berg
- 2,101 Victor Ledesma
- 2,094 Waundlyan Pete
- 2,081 Diego Rodriguez Olivar
- 2,081 Jordan Brown
- 2,077 Alex Grushko
- 2,066 Jesse Medina Nunez
- 2,053 Leslie Villeneuve
- 2,043 Phoebe He

- \$ 2,030 Rodney A Taylor
- 2,023 Kylee Blehm
- 2,019 Joshua Bobb-Semple
- 2,017 Marianella Rodriguez
- 2,010 Patrick Sullivan
- 2,009 Stevie Lopez
- 2,009 Alexander Gomez
- 1,999 Katherine Nummy
- 1,998 Luzmary Rodriguez Castillo
- 1,998 Wesley Scott
- 1,986 Johnathon King
- 1,982 Sean McGuigan
- 1,981 Prabhjot Singh
- 1,978 Jonathan Da-Al
- 1,972 Chad McLaughlin
- 1,970 Kacie Converse
- 1,968 Adam Schaefer
- 1,966 Marian Gerges
- 1,965 John Glaspie
- 1,965 Daniel Hanson
- 1,959 Rosa Ramos De Blanco
- 1,955 Dawid Liniewski
- 1,954 Truman Falkner
- 1,954 Luisa Shiroma
- 1,951 Brendan Matcham
- 1,948 Bianca Love
- 1,943 Matthew Sturgis
- 1,928 Betzaida Davila Perez
- 1,922 Jovencio Sales
- 1,917 Michael Gamboa
- 1,915 Alexa Tripp-Herring
- 1,911 Marlene Barrett
- 1,909 Todd Colson
- 1,907 Timipre Barigha
- 1,902 Marvelie Sanchez
- 1,896 Joshua Notte
- 1,896 Narmeen Khadair
- 1,895 James Butler
- 1,891 Dalton Beam
- 1,880 Ryne Morozowski
- 1,875 Stephanie Dunbar
- 1,862 David Estey-Ang
- 1,859 Rafael Medina
- 1,844 Tyler Dubois
- 1,842 Lleison Martinez
- 1,840 Kamyar Soleymani
- 1,838 Brianna Junot
- 1,837 Tanner West
- 1,833 Tanjela Finch
- 1,833 Tomarus Burks
- 1,832 Adrian Bendo
- 1,831 Jessica Buchanan
- 1,830 Kevin Valentin Ross
- 1,827 Alvin Ali
- 1,813 Chakeena Gibbons
- 1,812 Gjon Ljuljdjuraj
- 1,811 Andrew Leah
- 1,799 Evan Pinkerton
- 1,796 Matthew Johnson
- 1,791 Joel Trask
- 1,784 Joanne Patten
- 1,778 Brian Tanner
- 1,777 Kelly Ford
- 1,759 Gerard Hon
- 1,748 Jesse Benwell
- 1,747 Trevor Hawkins
- 1,741 Regina Koonce
- 1,738 Mariangela Chirinos
- 1,738 Massoud Vaziri
- 1,736 Betsy Adney
- 1,734 Veronica Britos
- 1,729 Jennifer Anthes
- 1,727 Asenath White
- 1,719 Cameron Hoag
- 1,715 Erin Gonzalez

- \$ 1,714 Connor O'Donnell
- 1,711 Frederick Holguin
- 1,709 Chelsey Baptiste
- 1,703 Brandon Freeman
- 1,702 Jean Romero Capote
- 1,691 Jimmie Parsons
- 1,690 Michael McLaughlin
- 1,689 Jessica Specht
- 1,688 Natalie Soboleva
- 1,681 Drew Johnson
- 1,669 Jven Carvalho Miner
- 1,668 Julian Navalta
- 1,664 Brooklyn Herod
- 1,663 Hector Cruz
- 1,662 Alipate Makaui
- 1,661 Carl Weydeman
- 1,660 Collins Appiah
- 1,651 Jamie Paulh
- 1,650 Indira Frias Pacheco
- 1,643 Cristian Villalta
- 1,640 Stephanie DesForges
- 1,636 Sabrina Agostini
- 1,635 James C Romero
- 1,633 Diana Loza Sanchez
- 1,633 Anyelika Moreno
- 1,631 Arianna DaLuz
- 1,631 Emily Buelow
- 1,630 Nathalyn Sanchez
- 1,626 Jenny Kim
- 1,615 Razan Zarba
- 1,614 Eric LaBossiere
- 1,609 Eleisa Carlino Andrea
- 1,603 Maria Galvez
- 1,600 Priscila Gonzalez
- 1,597 Trace Cary
- 1,590 Elaina Vecchio
- 1,588 Donald Hollen
- 1,588 Lisa Dohmen
- 1,586 Justin Johns
- 1,584 Jadwiga Martins
- 1,583 Juan C Nunez
- 1,579 Anthony Greco
- 1,577 Brendan Walker
- 1,575 Calvrae Harden
- 1,572 Josefina Lugo
- 1,572 Jonathan Ojendi
- 1,567 Angel Gomez Marquez
- 1,561 Raven Fugate
- 1,559 Emily Klich
- 1,554 Samantha Mills
- 1,549 Gabrielle Kolar
- 1,545 Tecele Smith
- 1,544 Katherine Carter
- 1,531 Jade Lorain
- 1,527 Alexandra Verduzco
- 1,524 Nicholas Gomez
- 1,518 Dalton Cassavoy
- 1,517 Tyler Tasa
- 1,509 Irma Gallardo
- 1,509 Amanda Krog
- 1,509 Alyssa Duncan
- 1,509 Josh Spence
- 1,506 Danyely Ramirez Gody
- 1,499 Fabian Soriano
- 1,499 Ryan Martin
- 1,498 Melissa Goppert
- 1,498 Emmanuel Morrow
- 1,493 Amir Iranidoosthaghghi
- 1,489 Michael Maloney
- 1,489 Carlos Marin
- 1,486 Jillian Arshadi
- 1,486 Babajide Obashoto
- 1,485 Noah Vongunden

- \$ 1,485 Samuel Morrison
- 1,480 Maurice Coleman
- 1,477 Christina Scanlon
- 1,477 Anuar Munoz Limia
- 1,474 Endri Shkambi
- 1,471 Cassandra Lober
- 1,458 Nicole Bolognesi
- 1,456 Phillip Peavey
- 1,454 Michael Scarborough
- 1,452 Jazmin Lester
- 1,451 Marina Ralls
- 1,450 Madeline Ferorelli
- 1,445 Tammie Sullivan
- 1,443 Jennifer Jantzen
- 1,439 Markus Green
- 1,435 Ross Ewen
- 1,433 Ruben Soberanes
- 1,433 Thomas Mullally
- 1,428 Meagan Blevins
- 1,428 Tennifer Mather
- 1,427 Oludoyin Omolaja
- 1,427 Travis Carpenter
- 1,425 Shiv Patel
- 1,424 Patricia Zeitz
- 1,419 James Snipes
- 1,419 Melissa Losk
- 1,415 Anthony Diaz
- 1,415 Manique Sala
- 1,413 Ashkan Khoshmagham
- 1,405 Michael Nichols
- 1,405 Zachary Poker
- 1,401 Amber Hammerl
- 1,399 Justin Francis
- 1,398 Richard Hovis
- 1,396 Meghan Hendrickson
- 1,396 Morvarid Tadayon
- 1,395 Dylan Murphy
- 1,394 Ardian Gojcaj
- 1,392 Lamarcus Jackson
- 1,389 Zakiya Jones
- 1,388 Sarah Ornelas
- 1,387 De'Lorian Day
- 1,387 Michael Conner
- 1,387 Colleen Senecal
- 1,387 Jayvon Braxton
- 1,386 Gretchen Larosa
- 1,383 Danielle Wright
- 1,382 Christopher Collins
- 1,379 Vivian Trinh
- 1,379 Roxie Soto
- 1,376 Jessica Robinson
- 1,374 Cassandra Gortchakova
- 1,373 Dale Hetrick
- 1,369 Connor Brown
- 1,366 Sean Rivera
- 1,360 Geoffery Osili
- 1,359 Austin Ewing
- 1,359 Steven Valentim
- 1,358 Lee Samatowic
- 1,354 Dustin Edgell
- 1,347 Patrina Thomas
- 1,347 April Ross
- 1,338 David Asbra
- 1,337 Jillian Getz
- 1,333 Rafael Melendez
- 1,331 Catherine Radjpaul
- 1,330 Roberto Rosado
- 1,330 Angela Rodriguez
- 1,330 Orett Nelson
- 1,321 Kyle Alden
- 1,314 Jasmynne Norris
- 1,309 Hsuan Cho
- 1,309 Kathryn Fell
- 1,309 Braeden Gilbert

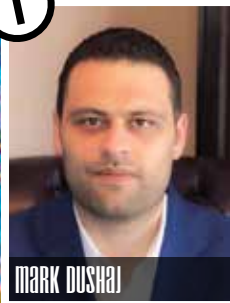
- \$ 1,306 Tachane Joseph
- 1,305 Kelly McDonald
- 1,304 Ryan Cummings
- 1,302 Robin Cole
- 1,301 Chris Densham
- 1,301 Kathryn Thorburne
- 1,295 Alexandra Berberich
- 1,293 Devin Finley
- 1,292 Cherrish Taylor
- 1,292 Nareesa Heather
- 1,291 Margarita Hickman
- 1,290 Preston Klutz
- 1,290 Brandi Hambleton
- 1,289 Justin Malone
- 1,288 Michaela Lucas
- 1,286 Constance Tuiteleleapaga
- 1,285 Seamus Higley
- 1,282 Keith Howard
- 1,281 Elizabeth Palmer
- 1,274 Funmilola Elumade
- 1,273 Yesenia Garcia
- 1,271 Jose Matos
- 1,270 Andres Ricci Moncada
- 1,270 Yasmin Kapadia
- 1,269 Nicolaus Cawley-Murphree
- 1,269 Chance Tedford
- 1,268 John Bugni
- 1,263 Matthew Wilson
- 1,260 Kingsley Hansen
- 1,257 Florence Servant
- 1,257 Richard Beard
- 1,253 Tony Georges
- 1,249 Rochelle Magpantay
- 1,249 Melinda Skinner
- 1,248 Ashley O'Donal
- 1,247 Eric Ramirez
- 1,245 Colin Ghee
- 1,244 Steven Bauer
- 1,244 Fabian Aniekwensi
- 1,243 Bryon Eddinger
- 1,242 Roxana Duarte Castillo
- 1,240 Ashlyn Lauderdale
- 1,238 Timothy Rose
- 1,237 Daryuztka Rodriguez Balza
- 1,236 Holli Allien
- 1,233 Shamar Highland
- 1,233 Kurt-James MacMillan
- 1,231 Gregory Caldwell
- 1,227 Paul Pestian
- 1,226 Michael Wilson
- 1,225 Jordan Jones
- 1,223 Kristin Trammer
- 1,218 Meaghan Montoya
- 1,218 Hannia Zarate Torres
- 1,217 Marc Futterweit
- 1,217 Brian Melvin
- 1,215 Barbara Joynt
- 1,211 Dustin Dunbar
- 1,207 Kristene Kershaw
- 1,206 Raul Gracian
- 1,205 Brittany Rhodes
- 1,205 Tysen Banks
- 1,203 Kristina Fennessy
- 1,202 Shayla Harris
- 1,198 Edina Angarita
- 1,196 Kemar Thompson
- 1,196 Stephanie Sninicks
- 1,195 Ornela Martinaj
- 1,192 Jennifer Savino
- 1,189 Sharon Eckenrod
- 1,187 George Ray

- \$ 1,186 Clarence Harvin
- 1,182 Brenda Davis
- 1,181 Moniqua Pruitt
- 1,179 Chantia Williams
- 1,178 Lizbeth Cardenas
- 1,176 Godwill Barungi
- 1,176 Anna Williams
- 1,175 Jaden Goldney
- 1,173 Derek Sutherlin
- 1,170 Bradley Christiansen
- 1,170 Timothy Bugge
- 1,169 John Tong
- 1,167 Michael Nehme
- 1,167 Chase Young
- 1,164 Leanne Erney
- 1,163 Anyae Jordan
- 1,161 Kayla Kuhn
- 1,160 Shundra Hampton
- 1,158 Michael Alexander
- 1,155 Alton Jones
- 1,155 Joshua Hosenbold
- 1,155 James Hodges
- 1,153 Mark Bernsdorff
- 1,153 Yakoub Zokari
- 1,150 Otis Paris
- 1,148 Jonathan Tabares
- 1,147 Colleen Kopycienski
- 1,145 Ngan Pham
- 1,143 Peter Ko
- 1,142 Samuel Benton
- 1,142 Stacie Freye
- 1,141 Ariel McAlister
- 1,140 Steven Sparkes
- 1,140 Justin Gomez
- 1,139 Christopher Rolph
- 1,139 Charles Ambeau
- 1,138 Shawn Lewicki
- 1,137 Isaiiah Williams
- 1,137 Mark Neilson
- 1,136 Winterlee Misilagi
- 1,133 Nicholas Russo
- 1,133 Juan Urribarrri
- 1,129 Claudia Jacquet
- 1,127 Eric Snyder
- 1,126 Jacoby Barry
- 1,124 Krystyl Ervin
- 1,122 April Gibson
- 1,122 Jason Kuepfer
- 1,121 Lawrence Hadley
- 1,120 Sabrina Levi
- 1,118 Christopher Applegate
- 1,116 Christina Bretney
- 1,115 Hailey Schaplowsky
- 1,114 Alaina Banks
- 1,114 Betania Mauray Cermeno
- 1,112 Jael Valerio
- 1,112 Lyndon Prosser
- 1,112 Natasha Carvalho-Miner
- 1,112 Mark Gray
- 1,108 Harinderjit Sidhu
- 1,108 Clayton Gokjovich
- 1,108 Dianka Blash
- 1,108 Victoria Lopes
- 1,105 Laura Bailey
- 1,105 Chris McElmoyl
- 1,105 Sean Blaney
- 1,103 Sean Henry
- 1,098 David Yepes
- 1,094 James Evans
- 1,094 Maria Velasquez De Romero
- 1,094 Michelle Gould
- 1,094 David Mayfield
- 1,093 Nelson Villegas

- \$ 1,093 Nathan Brace
- 1,088 Cameron Mack
- 1,087 Jacob Rosinsky
- 1,087 Jarrell Jackson
- 1,087 Ryan Hritz
- 1,086 Finiesha Blake
- 1,086 Isaac Fuentes
- 1,084 Samuel Drummond
- 1,081 Tiffany Babin-Washington
- 1,077 Malcolm Pasquier
- 1,076 Rohan Johnson
- 1,074 Cody Langston
- 1,074 Lisa O'Neill
- 1,073 Myles Costone
- 1,072 Vanessa Forouzan
- 1,070 Sarah-Marie Sandford
- 1,070 Malcom Pelayo
- 1,069 Laresia Ramie
- 1,068 Shameka Levy
- 1,068 Natalie Hoag
- 1,068 Marshall Horner
- 1,067 Sean Wuebold
- 1,067 Thomas Walsh
- 1,067 Christian Delgado
- 1,065 Craig Stropmf
- 1,063 Dan Ikei
- 1,062 Kristy Phipps
- 1,061 Kevin Dimery
- 1,060 Jesse Barker
- 1,059 Sylvain Kalombo
- 1,058 Matthew Lewis
- 1,057 Jeferson Rodriguez
- 1,055 Alexandra Lapensee
- 1,054 Kyle Stewart
- 1,052 Kyle Rachlin
- 1,052 Brandon Gates
- 1,051 Sirdaniel Turner
- 1,051 Andres Liranzo
- 1,051 Kelechi Anele
- 1,051 Christopher Ross
- 1,048 Mayerlin Ramirez Davila
- 1,048 Danny Geva
- 1,044 Jonathan Ballard
- 1,043 Kayla Whipp
- 1,043 Bryan Wagner
- 1,038 Ashley Kopchak
- 1,038 Kevin Kinley
- 1,037 Sara Flanagan
- 1,035 Joseph Ciliberti
- 1,033 Andrew Jeans
- 1,029 Abigail Molina
- 1,029 Braden Buck
- 1,024 Nikolai Zollinger
- 1,023 Marvin Fernandez
- 1,022 Christopher Asala
- 1,021 Jack Fisher
- 1,019 Ghadah Hussein
- 1,018 Mayra Rivas
- 1,017 Jason Lane
- 1,014 Tevin Overton
- 1,014 Marcus Flores
- 1,013 Aristides Maden
- 1,013 Gonzalez
- 1,013 Carlos Zambrano
- 1,011 Damaris Trejo
- 1,009 Angelique Piquion
- 1,003 Steven T Nguyen
- 1,003 Rhonda Taylor
- 1,002 Suzannah Diamond

LEADERSHIP BONUS

1



MARK DUSHAJ

\$60,554
AO

2



MORIAH CHANDLER

\$38,708
Henderson-Locker

3



ENO IFTIU

\$34,393
AO

4



MARK NEILSON

\$25,624
AO

5



ARIF HAJRO

\$24,645
AO

APRIL BONUS LEADERS

PAYOUT: \$1,887,587

QUALIFIERS: 895

- \$ 60,554 Mark Dushaj
- 38,708 Moriah Chandler
- 34,393 Eno Iftiu
- 25,624 Mark Neilson
- 24,645 Arif Hajro
- 24,245 Nafic Djendji Abdel Khalek
- 20,919 Eric Thompson
- 18,495 Dustin Hess
- 18,024 Jozef Tinaj
- 17,326 Joshua Olin
- 16,413 Caren Deanda
- 16,247 Darrell Asbell
- 16,237 Zach Otto
- 15,062 Hector Luque
- 14,544 Daniel Li
- 13,993 Bledar Bane
- 13,937 Chris La Fond
- 13,230 Bobby Gujral
- 12,551 Alon Barnur
- 12,252 Bruce Viaje
- 11,884 Clayton Slaughter
- 11,871 Ryan Shazier
- 11,558 Scott Wheeler
- 10,971 George Shafiek
- 10,841 Bobby Park
- 10,657 Jessica Chang
- 10,611 Saury Espallat
- 10,553 Jean M Joseph
- 10,098 Bobby Hamilton
- 9,780 Jake Gelb
- 9,348 Jonathan Rindt
- 9,338 Adam Wheeler
- 9,285 Slavita Hut
- 9,249 Carrington Hanna
- 9,029 Daniel Prinzo
- 8,999 Yelitza Dominguez
- 8,994 Matthew Conrad
- 8,799 Dustin Dunbar
- 8,721 Tomarus Burks
- 8,617 Phi Phan
- 8,545 Joseph Tomanovich
- 8,537 Anthony Salerno
- 8,276 Nairobi Contreras
- 8,222 Brandon Minor
- 8,212 Mohamed Shogar

- \$ 8,199 John Catalano
- 8,145 Reynolds Akuamo
- 8,121 Ryan Stenglein
- 8,108 Jessica Specht
- 8,089 Nicholas Chuma
- 8,036 Meaghan Krecsko
- 7,966 Melinda-Rae Lyse
- 7,956 Victoria Lewis
- 7,909 Michael McKiernan
- 7,879 Jeffrey Espinal
- 7,601 Spencer Kozej
- 7,451 Spencley Hansen
- 7,432 Jenny Kim
- 7,431 Tyler Church
- 7,366 Andre Bent
- 7,202 Joseph Crivelli
- 7,186 Ed-Maggie Myrthil
- 7,094 Ervin Metaj
- 6,965 Zackarea Hakim
- 6,883 Taleb Jammoul Hajali
- 6,740 Steven King
- 6,715 Kelly Ekker
- 6,701 Anthony Mazurkewicz
- 6,650 Veronica Coval
- 6,583 Elvis Cartaya
- 6,363 Andrew Bishop
- 6,164 Christian Gojcaj
- 6,156 Iv Menache
- 6,128 Adianeza Rodriguez
- 5,941 Melissa Sidoti
- 5,932 John Santosuosso
- 5,925 Rodney Williams
- 5,887 Rita Rider
- 5,877 Tyler Boulden
- 5,861 Tucker Gregor
- 5,796 Ireland Sirni
- 5,776 Daniel Pacheco
- 5,742 Justin Hermann
- 5,740 Thomas J Vena
- 5,736 Arturo Romero
- 5,712 Alberto Alcalá
- 5,693 Jorge Toribio
- 5,653 Morgan Tranquist
- 5,636 Jesse Fullmer
- 5,568 Daniel Zotter

- \$ 5,509 Aaron Friedlander
- 5,450 Brandon Summertown
- 5,431 Christopher Larsen
- 5,373 Paul Samra
- 5,361 Stephanie Prince Leon
- 5,304 Viktorious Dugan
- 5,259 Duane Shaw
- 5,235 Jhanna Valerio Vivas
- 5,132 Carlo Buhay
- 5,127 Danny Souri
- 5,091 Augusto Arango
- 5,060 Peter Gabranski
- 5,057 Alipate Makaui
- 4,980 Christina Salvatore
- 4,956 Justin Diaz
- 4,930 Antonino Taormina
- 4,868 Alec Seibold
- 4,855 Derek Johnson
- 4,816 Dairon Arbona Fonseca
- 4,721 Alan Sedaghat
- 4,689 Andi Iftiu
- 4,659 Steffanie Sainato
- 4,587 John Vacca
- 4,577 Blake Higuchi
- 4,551 Raymond Risucci
- 4,549 Maria Martinez
- 4,546 Austin Macias
- 4,530 John Torres
- 4,530 Jason Bratin
- 4,448 Joseph Rotolo
- 4,437 Magda Figueiredo
- 4,344 Mathew Kahwaji
- 4,337 Chris McFoy
- 4,212 Toni-Ann Allen
- 4,134 Michael Giachetti
- 4,134 Sean Shephard
- 4,109 Alexandra Longo
- 4,044 James Sodan
- 4,040 Daniel Orr
- 3,981 Steven Warner
- 3,946 Beau Cullen
- 3,939 London Burnett
- 3,924 Kristi Basho
- 3,920 Anthony Solano

- \$ 3,899 William Thomas
- 3,895 Patrick Knouse
- 3,875 Havis Alvarado
- 3,833 Kevin Appasamy
- 3,811 Klaudio Martinaj
- 3,792 Stephanie Burghardt
- 3,756 Marvin Fernandez
- 3,756 Luis Velasquez
- 3,727 David Carpenter
- 3,715 Jihad Ottallah
- 3,681 Tyler Teague
- 3,641 Ryan Wilson
- 3,640 Michael Cirelli
- 3,616 Massoud Vaziri
- 3,609 Brian Jerome
- 3,594 Ian Zollos
- 3,563 Paul Rumbuc
- 3,540 Gregory Rudolph
- 3,527 Tecole Smith
- 3,504 Luay Ghawi
- 3,490 Gabriel Rocha
- 3,488 Francesca Veltri
- 3,452 Omar Billy
- 3,444 Marvelie Sanchez
- 3,426 Rielly Maher
- 3,420 Matthew Diulus
- 3,361 Nabil Atallah
- 3,351 Diego Vargas
- 3,348 Mario Borino
- 3,348 David Staffieri
- 3,309 Jacob Krakora
- 3,304 Seth Frisby-Jack
- 3,276 Alexandria Greer
- 3,226 Kevin Gillum
- 3,184 Andrew Elledge
- 3,175 Damon Stroup
- 3,151 Jeffery Thiel
- 3,140 Michael Burningham
- 3,099 Jose Aranguren
- 3,071 James Fangmann
- 3,071 Cristina Fox
- 3,061 Sabrina Levi
- 3,051 Beau Cullen
- 3,035 Kamal Tayyib
- 3,026 Jovanie Scarlett
- 3,010 Kade Beck

- \$ 2,968 Fouad Gerges
- 2,961 Matthew Hudlin
- 2,939 Sergio Carta
- 2,929 Matthew Kerfoot
- 2,901 John Collins
- 2,863 Daniel Foore
- 2,860 Ryan Slone
- 2,850 Yussuf El-Zein Cumarin
- 2,823 Jake Yagjian
- 2,808 Daniel Perkins
- 2,793 Vincent Massari
- 2,789 Stella Roznovan
- 2,730 Jason Green
- 2,712 Jillian Getz
- 2,709 Conor Markins
- 2,700 Bruno Nuro
- 2,667 Jinelly Urena
- 2,659 Phillip Rigoli
- 2,570 Noe Perez
- 2,565 Arianna DaLuz
- 2,564 Jesse Benwell
- 2,534 Jonathan Collins
- 2,515 Doris Martinez Garcia
- 2,511 Cynthia Sittig
- 2,491 Katie Stahulak
- 2,487 Ryan Witham
- 2,484 Ryan Hall
- 2,468 Connor O'Donnell
- 2,457 Matthew Sutton
- 2,403 Tyler McKnight
- 2,390 Erin Allen
- 2,358 Jacqueline Kabluyen
- 2,336 Tanner West
- 2,320 Jonathan Phillips
- 2,305 Marvin Gonzalez
- 2,296 Agnieszka Kuspier
- 2,282 Lori Hamel Johnson
- 2,237 Jesse Doherty
- 2,191 Kurt Evans
- 2,190 Cory Moncol
- 2,190 Darez Meriwether
- 2,174 Geoffery Osili
- 2,167 Donald DeVoise
- 2,165 Matthew McDowell

- \$ 2,155 Zachery Kertulis
- 2,151 Samuel Artzis
- 2,144 Aaron Patt
- 2,142 Brandon Hughes
- 2,139 Cara DeFiore
- 2,136 Travis Picklesimer
- 2,129 Mahdaveinejad
- 2,125 Alfredo Garcia
- 2,124 Chilynn Acevedo
- 2,066 Priscilla Blanco
- 2,058 Melissa Nguyen
- 2,057 Karen Salek-Cuzmar
- 2,053 Jonathan Conner
- 2,044 Kimberly Hamilton
- 2,027 Lorena Barriere
- 2,020 Nakita Fortin
- 2,016 Peter Kwiatkowski
- 2,003 Michelle Olivo
- 1,999 Ruben Terrero
- 1,992 Cartiza Rojas
- 1,985 Justin Sutton
- 1,983 Peer Shmelzer
- 1,948 Andrew Hynan
- 1,942 Tina Skalkos
- 1,936 Nick Scordos
- 1,934 Venus Grier
- 1,918 Nicole Herrin
- 1,901 Richard Sidoti
- 1,888 Steve Hartman
- 1,888 Mercedes Bens
- 1,884 Brittmarie Yarian
- 1,884 Duni Olusegun
- 1,883 Ransley Vazquez
- 1,866 Jennifer Ragan
- 1,864 Katharine Thorne
- 1,862 Doron Freud
- 1,860 Juan Olvera
- 1,856 James C Romero
- 1,856 Hugo Flores
- 1,837 Maria Elisa Moros Ojeda
- 1,832 Gunnar Jorstad
- 1,820 Eric Snyder
- 1,819 Johnny Ly
- 1,817 Britton Costa

- \$ 1,816 Mickey Adkins
- 1,807 Jesus Parra
- 1,806 Nixandra Caraballo
- 1,788 Edon Nevzadi
- 1,787 Minh Phung
- 1,781 Levar Morgan
- 1,779 Carey Hartman
- 1,776 Heriberto Chavez
- 1,769 Diego Alvarez
- 1,762 Krystal Walters
- 1,757 Charles Gangloff
- 1,755 Luciano Valero Vidal
- 1,749 Ashley Rust
- 1,744 Danielle Custis
- 1,744 Kenrick Ledoux
- 1,735 Astrid Castrillon
- 1,710 Mark Auvil
- 1,709 Ariana Jones
- 1,708 Romal Omid
- 1,696 Aaron Piotrowski
- 1,691 Susana Vargas
- 1,683 Thor Leighton
- 1,669 Christina Shanno Baldwin
- 1,668 Jenna Grula
- 1,661 Priscila Gonzalez
- 1,637 Kaitlyn Brandt
- 1,634 Darrin Roberts
- 1,617 Roxie Soto
- 1,601 Paige Zuzick
- 1,600 Jose Castillo
- 1,599 Joshua Goodman
- 1,596 Priscilla Blanco
- 1,586 Tami Chaimov
- 1,582 Mark Bernsdorff
- 1,579 Johnny Gerges
- 1,567 Michael Botond
- 1,561 Cole Hatfield
- 1,550 Brandon Schwed
- 1,530 Danny Juskiw
- 1,509 John Schaeffer
- 1,493 Jennifer Siregar
- 1,483 Iffrah Tahir
- 1,422 Beau Minnick
- 1,408 Brandon Hamilton
- 1,399 Casey Combs
- 1,391 Alexander Gross
- 1,388 Kurt James MacMillan
- 1,380 Christopher Hintz
- 1,379 Matthew Hunsberger
- 1,378 Aldo Ramirez Marinelli
- 1,363 Rea Lynch

- \$ 1,357 Joshua Dishong
- 1,354 Alexis Gomez
- 1,354 Skay Nusenu
- 1,353 Matthew Ward
- 1,349 Andres Liranzo
- 1,346 Isaac Foster
- 1,344 Adem Abdula
- 1,343 Timothy Welsh
- 1,336 Maurice Brown
- 1,333 Jennifer Jantzen
- 1,332 Danisabel Rodriguez
- 1,329 Laura Graham
- 1,327 Trace Johnson
- 1,319 Marcus Moody
- 1,314 Taurean Flournoy
- 1,311 Tyler Tasa
- 1,304 Reginald Flugence
- 1,298 Shawn Feistamel
- 1,292 Ronald Davis
- 1,291 Enri Sako
- 1,285 Travis Vaughn
- 1,277 Jordan Jones
- 1,269 Ashkan Khoshmaghham
- 1,259 Tiffany Babin-Washington
- 1,256 Daniella Torres
- 1,255 Mariah Luquin Botello
- 1,252 Cayla Ellenberger
- 1,236 Zachery McHattie
- 1,229 Melinda Skinner
- 1,221 Timothy Wilson
- 1,218 Jadelene Welty
- 1,215 Matthew Abdo
- 1,211 Ryan Hritz
- 1,195 Melissa Grieb
- 1,192 Sean Saigeon
- 1,189 Evan Stewart
- 1,187 Jessie Holland
- 1,186 Erica Robertson
- 1,184 Lisa Lawrence
- 1,181 Abigail Luna Rodriguez
- 1,176 Montana Hanson
- 1,172 Gary Slocum
- 1,167 Daniel Arif
- 1,166 Miguel Diego Esquivel
- 1,164 Oyindamola Falegan
- 1,162 Maria Bonilla Borrego
- 1,156 Adrienne Bragas

- \$ 1,146 Jack Morgan
- 1,144 Steve Svendsen
- 1,140 Vincent Meyer
- 1,121 Andres Cano
- 1,118 Michelle Gould
- 1,118 Monica Montgomery
- 1,115 Randy Tucker
- 1,108 Jesse Tarr
- 1,098 Joshua Jackson
- 1,093 Edgar Velasquez Romero
- 1,091 Jessica Daniels
- 1,090 Jamie Beuschel
- 1,090 Jonathan Giaco
- 1,080 Chase Miller
- 1,070 William Parmeter
- 1,043 Kelly Schoenherr
- 1,041 Jordan Stelzer
- 1,039 Carmen Pena Guedez
- 1,037 Victoria Lindner
- 1,032 Jennifer Spalding
- 1,031 Jeffrey Hall
- 1,029 Joshua Notte
- 1,022 Aldalyne Aldana Bello
- 1,009 Ruben Gomez
- 1,008 Trevor Bailey
- 1,007 Daniel Ramirez
- 1,005 Deanna Arceno
- 999 Olynda Rodriguez
- 994 Jonathan Ballard
- 991 Elijah Nobles
- 986 Ross Ewen
- 983 Nancy Djendji
- 981 John Tong
- 980 Zachary Hager
- 978 Jusem Hajali
- 977 Dianka Blash
- 976 Brenna Behan
- 973 Panaris Bregu
- 970 Colin Ghee
- 961 Armando Aiello
- 959 Sara Vaz
- 955 Sirdaniel Turner
- 954 Montana McDonald
- 948 Aaron Parks
- 942 Bradley Fordyce
- 939 Begona Patino-Lopez
- 933 Justin Rydzziel
- 932 Henry Jacobs
- 929 Dillon Kuehne
- 928 Daniela Rangel
- 921 Morgan Lobello

- \$ 919 Tennifer Mather
- 919 Funmilola Elumade
- 913 Joseph Hogue
- 908 Razan Zarba
- 906 Hasan Ghazal
- 906 Alexis Pineiro
- 898 Sherrie McCarty
- 898 Mark Lahijani
- 889 Preston Klutz
- 885 Chad Boskat
- 882 Awa Babou
- 881 Adrain Alfred
- 880 Nicholas Micare
- 877 Victor Romero
- 877 Sokol Fazliu
- 877 Stuart Guthrie
- 862 Sky Plunkett
- 861 Kyle VanBibber
- 859 Andrew Chambers
- 855 Rachael Fleming
- 854 Evelyn Romero
- 854 Alejandra Ramos
- 847 Tanner Duy
- 845 Justin Schmidt
- 844 Eric Caballero
- 840 Gloriethe Liscano Gamero
- 836 Lubraska Iguaro
- 830 Justin Neal
- 823 Derek Foore
- 822 James Evans
- 818 Michael Maloney
- 813 Jagdish Sukhu
- 813 Bryce Engstrom
- 807 Leanne Erney
- 806 Sean Gillespie
- 791 Tasha Marker
- 789 Devin Moore
- 785 Tyler Ortiz
- 781 Nicola Albano
- 779 Alyssa Shamsi
- 777 Kaia Pirazzini
- 775 Sierra Hartwig
- 774 Kevin Butchino
- 768 Joseph McCallister
- 763 Kerry Zorns
- 755 Julian Hicks
- 752 Kevin Musai
- 739 Alexandra Berberich
- 730 Lawrence Smith
- 728 Kwabena Antwi
- 725 Tina Janti
- 723 Kristi Mills
- 723 Arcelia Zizumbo

- \$ 718 Brent Henderson
- 716 Nelson Desmond
- 714 Patricia Cicerale
- 709 Luke Reiter
- 705 Lauren Vassallo
- 697 Nicki Griffiths
- 696 Jasmine Snell
- 696 Crystal Dugger
- 696 Ashley Mysza
- 690 Noah Vongunden
- 686 Scott Saxton
- 682 Rebecca Patterson
- 678 Katherine Nummy
- 676 Jacob Kieffer
- 671 Malcolm Pasquier
- 670 Colin Kowet
- 669 Mohamad Awdi
- 661 Josh Spence
- 660 Roger Fredericks
- 659 Saige Starkoff
- 658 Raul Rojas
- 658 Aliya Johansen
- 654 Steven Counts
- 647 Jake Taylor
- 647 Allan Allas
- 644 Nicole Preston
- 639 Normaned Arocho Pendas
- 639 Estephanie Montecillo
- 638 Rocky Allen
- 631 Troy Williams
- 631 Michael Nichols
- 630 Jeffrey A Smith
- 624 Devon Chapman
- 624 Asante Jackson
- 624 Daniel Umbertone
- 623 Steve Bryant
- 622 Luis Barbaresco Garcia
- 621 Dirk Devries
- 616 Shane Valentine
- 614 Cody Nykoliation
- 613 Anthony Aiello
- 609 Jacob Rosinsky
- 602 Amr Shater
- 591 Liliia Nastashchynska
- 585 Andrea Schmitt
- 575 Akinyemi Akinseye
- 564 Rosmary Gomez Castillo
- 562 Mark Lomonaco
- 559 Ethan Stingley
- 559 Nicole Wright

- \$ 557 Nikolla Lulguraj
- 553 Amanda Urdaneta
- 552 Gabriela Sime
- 542 Richard Zuccato
- 540 Sara Cressman
- 540 Ashley Johnston
- 539 Shawna Parker
- 539 Rosa Teixeira
- 535 Heather Graham
- 535 Alejandro Sanchez Rios
- 535 Molly Remhof
- 534 Caitlin Roth
- 534 Akil Elzein
- 531 Pretoria Samuel
- 528 Ryan McIntosh
- 527 Raveen Franklyn
- 525 Aaron Chen
- 521 Keeland Bryant
- 519 Joshua McTier
- 516 Charles Powers
- 507 Selina Maldonado
- 505 Mark Diskin
- 505 Herlin Celicourt

RGA LEADERSHIP BONUS



MARIO HAJRO
\$111,985
AO



MARK NEILSON
\$53,927
AO



JOSHUA OLIN
\$41,106
AO

SA/YA DIRECT CODE FIELD TRAINING BONUS



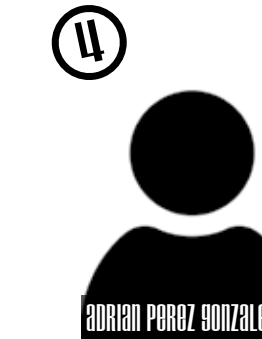
SEAN TAYLOR
\$31,934
Henderson-Locker



CHAYSON WILLIAMS
\$14,151
AO



DAVID FERRIOLO
\$10,397
Simon Arias



ADRIAN PEREZ GONZALEZ
\$7,082
Adel Al Choufi Naim



RANDY TUCKER
\$6,545
AO






APRIL BONUS LEADERS | PAYOUT: \$1,180,168 | QUALIFIERS: 213

\$ 111,985 Mario Hajro	\$ 9,786 Matthew Conrad	\$ 5,323 Joseph Tomanovich	\$ 3,349 Joshua Jackson	\$ 1,864 Samuel Artzits	\$ 1,137 Charles Ferrari
53,927 Mark Neilson	9,640 Adam Kidikas	5,259 Robert Janev	3,348 Dustin Dunbar	1,787 Michael McKiernan	1,118 Darrin Roberts
41,106 Joshua Olin	9,511 Chase Miller	5,057 Paul Kelly	3,309 Zachery Kertulis	1,779 Travis Vaughn	1,005 Kevin Butchino
38,708 Joe Lewo	9,348 James Marks	5,018 Derek Foore	3,304 Jesse Rennich	1,776 Paul Samra	970 Aaron Parks
34,424 Walter Icaza	9,250 David Wang	4,953 Samantha Ralston	3,151 Ashley Wenning	1,757 Nakita Fortin	955 Athea Buchanan
24,178 Taulant Bane	9,038 Eric Thompson	4,855 Stella Roznovan	3,146 Taurean Flournoy	1,749 Jonathan Phillips	933 Matthew Hudlin
23,711 Britton Costa	9,029 Brent Bowling	4,816 Anizabeth Parra Gonzalez	3,071 Magda Figueiredo	1,708 David Quevillon	929 Jake Gelb
23,617 Bobby Gujral	8,995 Christopher Hintz	4,768 Bobby Hamilton	3,051 Evan Donoghue	1,696 Zach Otto	908 Romal Omid
22,433 Kimberly Hamilton	8,912 Brody Maughan-Evanson	4,549 Yael Enriquez	3,013 Kelly Ekker	1,674 Kaitlyn Brandt	876 Brandon Schwed
21,508 Reynolds Akuamoaa	8,721 Brian Jerome	4,546 Michael Romero	2,968 Daniel Orr	1,596 Phi Phan	861 Conor Markins
17,106 Ryan Stenglein	8,247 Sergio Carta	4,528 Doron Freud	2,961 Michael Russo	1,582 Gregory Rudolph	829 Jinelly Urena
16,577 Astrid Castrillon	8,199 Jason Bratin	4,463 Bruce Viaje	2,943 Rielly Maher	1,567 Alex Kae	775 Nicholas Chuma
16,413 Stuart Pagan	8,108 Giovanni Diduro	4,385 Ronald Rivera	2,850 Luay Ghawi	1,530 Bryan Juskiw	716 DeShawn Moore
16,349 Andrew Bishop	8,024 Meaghan Krecsko	4,340 Tim McAdams	2,817 Alexis Pineiro	1,528 Joshua Goodman	708 Daniel Zotter
15,915 Corey Helly	7,601 Mark Bernsdorff	4,212 Michael Gerstein	2,712 Arif Hajro	1,448 Matthew Bogle	699 Nicole Preston
15,222 Steven King	7,375 Daryl Graham	4,192 Helgi Bistochett	2,709 Jeffrey A Smith	1,419 Justin Hermann	696 Johnny Fuller
14,475 James Sodan	7,319 Ryan Hall	4,109 Shawn Lewicki	2,610 Duane Shaw	1,388 Hasan Ghazal	686 Daniel Umbertone
14,068 Jenny Kim	7,050 Gary Slocum	3,920 Mac Duddy	2,564 Christopher Bungay	1,356 Duni Olusegun	638 Ross Ewen
13,651 David Carpenter	6,965 Jessica Chang	3,891 Randall Cook	2,536 David Rigney	1,354 Steven Barton	619 Michael Cirelli
13,570 Andy Batten	6,849 Bobby Park	3,846 Johnny Ly	2,286 Adianeza Rodriguez	1,350 Omar Billy	613 Andre Bent
13,378 Scott Wheeler	6,824 Matthew Turnquist	3,811 Eno Iftiu	2,286 Casey Kunash	1,343 Andrew Chambers	596 Jeremiah Russin
13,080 Tyler Boulden	6,447 Gabriela Sime	3,762 Mark Lahijani	2,286 Casey Kunash	1,343 Andrew Chambers	596 Jeremiah Russin
12,690 Jeffrey Espinal	6,442 Clayton Slaughter	3,756 Alexis Naranjo	2,191 Tyler Worstell	1,336 Troy Williams	585 Andrew Hynan
12,551 Melinda-Rae Lyse	6,427 Sara Vaz	3,650 Patrick Knouse	2,165 Patrick Donovan	1,329 Yussuf El-Zein	584 Tiffany Babin-Washington
12,494 Cody Gardner	6,146 John Santosuosso	3,527 Adrain Alfred	2,142 Kingsley Ibeh	1,319 Jessica Kay	579 Ryan McIntosh
11,871 Joseph Crivelli	6,092 Jake Yagjian	3,524 Brandon Summertown	2,139 Peter Kwiatkowski	1,305 Erin Allen	562 Michael Burningham
11,264 John Vacca	5,796 Raymond Risucci	3,490 Steve Bryant	2,136 Tony Geer	1,304 Kade Beck	539 Peter Gabranski
11,116 Justin Adams	5,607 Daniel G Johnson	3,420 Michael Clemente	2,079 Ryan Wilson	1,255 Noe Perez	
10,510 Mike Paragiou	5,431 William Parmeter		1,992 Daniel Pacheco	1,236 William Dugan	
10,100 Justin Sutton	5,384 Matthew Diulus		1,985 Anthony Mazurkewicz	1,218 Chris McFoy	
9,962 Alberto Alcalá			1,940 Sokol Fazliu	1,181 Richard Whyte	
				1,162 Alfredo Garcia	

APRIL BONUS LEADERS | PAYOUT: \$434,607 | QUALIFIERS: 550

\$ 31,934 Sean Taylor	\$ 2,597 Weena Centeno-Wade	\$ 1,713 Kurt Evans	\$ 1,243 Christian Margarum	\$ 869 Jonathan Ballard	\$ 656 Leanne Erney
14,151 Chayson Williams	2,563 Veronica Acurero	1,700 Mayra Gutierrez Rodriguez	1,239 Brenna Behan	867 Jessica Rosenberg	647 Michael Harvey
10,397 David Ferriolo	2,498 Basilio Tiniacos	1,700 Brenda Giron Rangel	1,171 Ladan Rahbary	859 Roger Fredericks	637 Akinyemi Akinseye
7,082 Adrian Perez Gonzalez	2,476 John Glaspie	1,696 Bryce Engstrom	1,169 Christian Gojcaj	850 Giancarlo Coppola	619 Patricia Cicerale
6,545 Randy Tucker	2,437 Hector Cruz	1,663 Garron Moffett	1,139 Daniel Taurisani	849 Jarrell Jackson	619 Jayleen Miller
5,245 Jamie Beuschel	2,424 Jared Robertson	1,660 Natela Washington	1,130 Kevin Valentin Ross	849 Matthew Code	610 Stephannie Garcia
5,066 Alyssa Kingsley	2,376 Lawrence Forgie	1,626 Douglas Mosher	1,128 Malcolm Howard	849 Jesse Barker	606 Matthew Mastorovich
4,915 Ryan Schreiber	2,355 Noah Vongunden	1,619 Tristan A Smith	1,112 Richard Sidoti	849 Carl Weydeman	600 Jennifer Jantzen
4,899 Andrew Jeans	2,327 Asad Ahmed	1,597 Amiel Gutierrez	1,090 Liliana Aguirre	812 Jack Morgan	598 De'Carleon Townsend
4,523 Herlin Celicourt	2,299 Lynn Svoboda	1,574 Logan Buckley	1,075 Parveen Lakhani	810 Tyler Menge	594 Michael Geyer
4,465 Ashley Charriere	2,296 Hunter Bischoff	1,536 Samantha Garcia	1,073 Aaron Chen	807 Fatima Mashriqi	594 Blake McClain
4,247 Mackenzie Burchett	2,183 Vanessa Rodriguez	1,517 Shanna Eller	1,065 Tysen Banks	797 Binyam Abune	590 Gabrielle Kolar
3,990 Evelyn Leon-Perez	2,149 Kyle Baggett	1,507 Hailley Parsons	1,045 Christina Ande	786 Timothy Rose	590 William Smith
3,982 Kylee Blehm	2,141 Nathan Hunt	1,504 Jordan Jones	1,030 Rodney Williams	775 Joshua Briggs	590 Katie Stahulak
3,875 Dulce Paz	2,137 Ryan Queyrouze	1,497 Gloria Lewis	1,023 Tanner Midlick	766 Salaur Khorrami	586 Aaron Ebel
3,549 Damaris Trejo	2,086 Natasha Carvalho-Miner	1,494 Daoud Naser	1,015 Arcelia Zumbdo	761 Kristina Fennessy	576 Anneli Brandt
3,388 Michael Conner	2,064 Mariann Kirby	1,490 Sarah Walter	1,007 Christian Salcedo	758 Temesghen Starr	571 Priscila Gonzalez
3,369 Jacob Kieffer	1,957 Sayed Hashimi	1,483 Arimar Ramirez Pernia	992 Erald Tomorri	755 Liam McDermott	571 Madelin Beattie
3,258 Elio Mertiri	1,902 Luis Barbaresco Garcia	1,473 Michael Joseph	989 Edwin Perez	744 Ornela Martinaj	561 Jakob Terry
3,189 Dalton Cassavoy	1,889 Noris Dominguez Ramirez	1,466 Michael Hutchinson	987 Yendy Avellaneda	742 Virginia Hebert	552 Anna Senra
3,140 Dmitry Pendro	1,873 Donovan Charleston	1,452 Lindsay Belham	987 Nahireth Rivero	735 Ronke Olusegun	542 Alexandria Greer
3,075 Nikolla Lulgjuraj	1,866 Lyndee Peters-Hakim	1,438 Nathalyn Sanchez	977 Joshua McTier	717 Christy Anderson	541 Dillon Zartman
3,045 Jenny Anderson	1,857 Luis Soriano	1,427 Sabrina Agostini	976 Avion Johnson	715 Michelle Lopez	540 John M Ramsey
2,947 Ryan Martin	1,849 Jonathan Collins	1,426 Michael Maloney	956 Sylvia Faucher	713 Jordan Ballard	539 Jenny Curiel
2,928 Christian Navarro	1,847 Olynda Rodriguez	1,423 Dustin Holtz	911 Justin Schmidt	712 Devin Lewis	531 Maurice Coleman
2,921 Selina Maldonado	1,834 Robert Joseph	1,393 Michelle Mendez	911 Justin Schmidt	699 Jacob Reiter	530 Yehuda Makowitz
2,882 Leticia Irving	1,796 Mason Duty	1,379 George Ray	895 Katrina Kent	698 Alex Paguio	521 Luz Cortes
2,794 Demarcus Oliver	1,769 Nathaniel Magda	1,309 Yuhung Yeh	893 Brittmarie Yarian	694 Silas Merkel	521 Mercedes Bens
2,772 Ana Machado Rodriguez	1,765 Abigail Burke	1,304 Damon Stroup	889 Staci Brown	692 Toby Lind	517 Carlos Camacho Medina
2,771 Shahriar Mohammadi	1,761 Alex Jankowski	1,297 Tanya Diaz	887 Kevin Musai	690 Zack Gordon	514 Meagan Payne
2,709 Nouraddin Hussein	1,735 Lamarcus Jackson	1,297 Sara Lantz	882 Kristi Basho	684 Bryan Brasil	504 Agnieszka Kuspier
2,682 Havis Alvarado	1,716 Jared Guglielmino	1,290 Ebou Jatta	879 Francis Centrene	677 Trisha Jones	502 Armita Ghalandar
2,650 Carlos Colina		1,288 Nicole Wright	878 Mary Jobe	674 Chloe Snow	
		1,279 Haley King	872 Jasmine L Walker	668 Ardian Gojcaj	
		1,263 Kristie Wagner	870 Nathan Stuck	664 Kye Williams	

REINSTATEMENT BONUS

1	2	3	4	5
				
NICHOLAS GASPARRO \$6,503 Sabrina Lloyd	SAMI MOGANNAM \$4,832 Andrew McQuade	ZANON ZORIJ \$3,536 S-S-Parks-Salvaggi	PHYO PHYO \$3,490 Theodore Pappas	MITCHELL LOOK \$3,458 S-S-Parks-Salvaggi

APRIL BONUS LEADERS | PAYOUT: **\$109,962** | QUALIFIERS: **223**

\$ 6,503 Nicholas Gasparro	\$ 2,536 Isabella Celli	\$ 1,292 Elizabeth Keiderling	\$ 858 Sovia Simkovich	\$ 695 Meakie Grice	\$ 613 Maurice Baritz
4,832 Sami Mogannam	2,161 Miguel Hernandez	1,232 Olga Tsymbal	827 Reinaldo Martinez	694 Marvin Fernandez	560 Regina Harris
3,536 Zanon Zorij	1,940 Nabil Spahi	1,200 Andrew Brennan	820 Natalie Soboleva	688 Terrence Lester	551 Kevin Ishikane
3,490 Phyo Phyo	1,817 Valerie Ross	1,087 Kayla Kuhn	781 Daniel Ramirez	679 Nicholas Beyer	527 Lisa Richardson
3,458 Mitchell Look	1,676 Benjamin Giamalva	1,023 Muhammed Ashraf	770 Dinah Cawthorne	660 Marc D'Emilia	518 Douglas Zigby
3,277 Denise Ley	1,625 Laurekins Pardovani	1,004 Loraine Patterson	764 Lyndon Prosser	658 Benjamin Newhouse	510 Ellen Tuttle
3,274 James C Carter	1,444 Dawid Liniewski	969 Jack Keiderling	752 Brenda Davis	658 Scott Urbanowicz	505 Mark Harhager
2,943 Joseph Faisant	1,359 Dason Phaul	931 Jenny Alvarez	745 Jack Craig	647 Jessica Kay	504 Bradley Weigand
2,732 Orby Kelley	1,337 Patrice Franklin	915 Leonard Budiac	721 John Schaeffer	646 Lilliana Reyes	














5 BONUS TOTAL: \$6,236,329

WORLD'S GREATEST \$2,624,005	LEADERSHIP \$1,887,587	RGA LEADERSHIP \$1,180,168	SA/GA TRAINING \$434,607	REINSTATEMENT \$109,962
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

FOUNDERS CLUB

April Qualifiers—
Outstanding Producers:

	Todd Krupa AO 1 Qualification \$175,019 Net ALP 94.2 RET		Scott Whitford Ryan Bisanz 3 Qualifications \$145,752 Net ALP 87.3 RET		Edward Leon AO 1 Qualification \$120,179 Net ALP 88.6 RET
	Samuel Marzula Simon Arias 1 Qualification \$106,821 Net ALP 95.1 RET		Irma Gallardo AO 4 Qualifications \$101,528 Net ALP 82.6 RET		VaShawn Nelson Mark Beckford 1 Qualification \$95,108 Net ALP 89.5 RET
	Bryan Juskiw S-S-Bendure-Hartwig 8 Qualifications \$93,788 Net ALP 90.7 RET		Kurt Evans Josh West 2 Qualifications \$86,031 Net ALP 92.2 RET		Richard Tabanji S-S-Parks-Salvaggi 1 Qualification \$79,084 Net ALP 86.3 RET
	Mike Reed AO 8 Qualifications \$66,478 Net ALP 95.0 RET		Lindsay Staffieri Dustin Venekamp 2 Qualifications \$61,858 Net ALP 98.7 RET		David Melendrez Cindy Furer 2 Qualifications \$58,012 Net ALP 86.8 RET
	Justin Adams Simon Arias 1 Qualification \$57,708 Net ALP 100.0 RET				

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



Jonni Ng
AO
Contracted 7/15/12
Qualified 4/30/22
\$1,021,272 Net ALP



Alex Miller
Cohen-Velasquez
Contracted 3/30/16
Qualified 4/30/22
\$1,026,237 Net ALP

DIRECTORS OF THE MONTH



Leaders growing leaders



Sales Director of the Month



Stephanie Cooke
Stephanie had 18.62% growth over April 2021.

PR Director of the Month



Michelle Baxter
Michelle met 119.09% of Objective during April 2022.

A REASON TO CELEBRATE



David Zophin
President
American Income Life & National Income Life Divisions

I love that post-party glow we all seem to get in the weeks following Convention, and I don't just mean from the desert sun.

I'm talking about when we relive in our minds those magical memories of an amazing Convention in Vegas that featured almost 2,600 attendees. Not to mention the unforgettable celebration with our award winners and qualifiers. And, of course, the incredible final party at Drai's with the one and only Kaskade, which, in my opinion, was one of the best parties we've had in Company history.

It was an amazing experience, and I'm so appreciative I had the opportunity to celebrate with AIL-NILICO's award winners and qualifiers. I can imagine everyone who attended feels the same.

But aside from being a few days of fun and entertainment, I hope Convention meant a little bit more to everyone there.

I hope everyone came home with a rejuvenated competitive spirit. I hope you renewed your focus on giving your best, every single day for the rest of the

year. I hope you gained a new understanding of just how big of a Company we really are. And I hope you obtained an appreciation and gratitude for what this Company does for its people. Unlike most other companies out there, ALL-NILICO wants our people to understand how much their hard work is appreciated, and so we give praise, rewards, and celebrations when they're due. Holding an annual Convention of this magnitude is one of the ways we do that, and I hope that helps you understand just how much your work is valued.

For all of the first-time qualifiers, I hope the party this year has inspired you to qualify annually. Don't miss your opportunity to qualify for Cancun 2023, which is promising to be the best Convention AIL-NILICO has had yet.

And for those of you who didn't qualify for this Convention, know that it's not too late to turn things around. There is a reason we hold Convention each year, and that's because we want to encourage greatness *always* – year after year. So a missed opportunity doesn't have to be discouraging. Instead, let it motivate you to be among the Company's elite next year. Let it inspire you to be your absolute best (and then get rewarded for it).

I encourage those of you who did qualify for Convention to pay it forward

and help raise others up to your level. Remember, your hard work helped get you to Convention ... but it was also the helping hand of those who went before you. Their training, inspiration, and support were instrumental in your success, so make sure you pass on that same consideration to those who need it.

Congratulations to all of the award winners and qualifiers. I loved celebrating your accomplishments with you and look forward to all of the amazing things you'll do in the future. I also look forward to seeing a new generation of Convention qualifiers in the coming years. I hope Cancun 2023 is sufficient incentive to really commit to excellence and to forge ahead to the next amazing chapter of your career. **SL**





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Waco, TX 76710

APRIL TOP PRODUCERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE
PRODUCER**

KAELAN MUSCARA
\$60,556 NET ALP



**VETERAN
PRODUCER**

JOSHUA DISHONG
\$83,730 NET ALP



SA

SEAN TAYLOR
\$150,712 1ST 6 MONTHS



GA

JOZEF TINAJ
\$103,079 1ST 6 MONTHS



**MGA
CATEGORY IV**

PAUL SAMRA
71.7% GROWTH



**MGA
CATEGORY III**

MARK BERNSDORFF
64.4% GROWTH



**RGA
CATEGORY IV**

MARK DUSHAJ
84.3% GROWTH



**RGA
CATEGORY I**

MARIO HAJRO
46.4% GROWTH



**PR REP
CATEGORY V**

KATHY PAPPAS
5,442 CARDS



**SGA
CATEGORY IV**

ANDREW MCQUADE
125.2% OBJECTIVE



**SGA
CATEGORY IV**

JOSH WEST
122.6% OBJECTIVE